

**Company:** Visual Network Design, Inc.

**Company Profile:** Visual Network Design is a leader in the Data Center Management Software space. VNDI has developed the Rackwise™ Suite of innovative software technology for data center modeling, design, visualization and management. A growing number of F1000 customers are using the Visual Network Design software to manage their global data centers.

**Job Title:** Project Engineer

**Position:** Professional Services Project Engineer

**Level:** Individual Contributor

**Reports To:** Manager of Operations

**Location:** Las Vegas, NV

**Territory:** US

**Deal Size:** n/a

**Quota:** n/a

**Technology Experience Preferred:** Ability to manage multiple, simultaneous enterprise / hosted computer software implementations. Knowledge of data center planning / management / operations. Experience and technical knowledge of enterprise hardware / software. Experience and technical knowledge of enterprise software integration. Microsoft Project, IIS, SQL Server, Microsoft Server, Microsoft Office, Outlook, Visio. Strong SQL skills. Familiarity / experience in programming.

**Business Process Experience Preferred:** Self-starter, self-directed, and ability to work efficiently unsupervised. Experience in advising and problem solving at the director and executive level. Strong relationship building skills at all levels of the organization. Team building skills. Highly organized and have the ability to function efficiently in a fast-paced, high technology, entrepreneurial environment. Must have the ability to prioritize based on changing business needs and client requirements. Experience working closely with field personnel, sales staff, and partners.

Should have a fundamental understanding of business – especially as it applies in the high-tech industry.

**Vertical Market(s) Experience Preferred:** Med-Large Data Centers and organizations

**Scope & Responsibility:** The Project Engineer will be responsible for planning and successful execution of Rackwise product implementations with clients. This will be a hands-on position in which the successful candidate will be responsible for all aspects of the implementation process, including requirements gathering, project scoping, managing external implementation resources and developing implementation solutions. The Project Engineer will work to develop client specific solutions & deployment strategies. These will include developing preliminary project plans, delivery timeframes, project scope (Statement of Work), deployment strategies and project schedules. The position will require developing strong relationships with customers and assisting in development and maintenance of referenceable customers. Success will be measured by customer satisfaction of the implementations and by revenue generated from professional services.

- Manage all product deployments and professional services engagements
- Manage technical relationships with implementation partners to ensure success of remote & on-site implementation projects
- Provide regular internal and external status reports on the progress of customer of implementations
- Ensure a smooth hand-off from customer implementation into continuing support and operations
- Work with the Director of Project Management to provide timely progress reports on project financial status, including billable hours, invoicing, and estimates to complete
- Drive excellence within the department by continuously providing constructive feedback on process improvements, individual / team behavior, and interactions
- Contribute to the operational objectives & develop an execution plan and vision for the professional services team in conjunction with the Director of Project Management

**Background Required:**

- Prior client or partner-facing experience is required
- The successful candidate will be self-directed and comfortable working within an entrepreneurial environment
- A minimum of five years combined work experience in enterprise software implementation, project management and business process consulting
- Project Management and Business Analysis experience with large-scale enterprise deployments
- Technical familiarity with hosted solutions and enterprise integrations
- Excellent client communication & presentation skills, including ability to set and manage

- customer expectations
- Excellent analysis, problem-solving and negotiation skills, and the ability to multi-task and prioritize in an environment with constrained resources
- The position requires familiarity with the following products and technologies:
  - Data Center operations and management
  - MS SQL Server & SQL Server Reporting Services
  - MS Project (PMI or equivalent certification)
  - Excel Reporting
  - Web development
- This position will be based in the Las Vegas, Nevada office, and will require some travel as needed

**Education  
Required:**

Bachelors Degree

**Personal Traits:**

Highly organized, self-directed, multi-tasking, self-learner, excellent presentation & communication skills.

**OTE at 100% of  
Quota:**

DOE

**Other  
Compensation:**

TBD

**Benefits:**

Vacation, sick, company paid holidays, medical, HSA, 401K.

**Travel:**

10%