



Security Architect

Location: Syracuse, Rochester, or Buffalo, NY

MAC Source Communications is a complete solutions provider, headquartered in Upstate NY. MAC Source recently built a Network Security & Network Access Monitoring Practice, working with manufacturers including: Palo Alto Networks, Network Critical, Gigamon, Lightspeed Systems, Solera Networks and Sourcefire. As a MAC Source Communications Security Architect you will be responsible for presenting our entire line of security solutions to prospective customers, creating and delivering demonstrations of the products, gathering customer technical requirements, creating evaluation test plans with customers, and then managing the evaluation process to a successful conclusion. You will work closely with customers as their primary point of contact for feedback and resolution of issues, and will be the customers' advocate for issues that require assistance from the HQ NOC. You will work as pre & post installation support for all of our security products and you will provide feedback to the Product Management team on new feature requests and product enhancements from your customer base.

Ideal candidates will have prior experience selling / installing network infrastructure based security appliances including but not limited to: Firewalls, SSL/IPSec VPNs, Security Proxies and Caches. Candidates should also have practical experience working with routing and switching products that will be installed adjacent to the security products.

Technical Requirements:

- BSCS or equivalent and 5+ years of experience as an SE or systems integration
- Demonstrable experience with systems installation, configuration and administration of routers/switches, UNIX/Linux and Windows-based systems (prior Active Directory/LDAP experience desirable)
- Experience that emphasizes L2-L4 Networking (L2 Switching architectures including Spanning Tree, IP routing including OSPF and BGP ,L4 Load balancing)
- Experience selling, demonstrating, installing and troubleshooting network infrastructure security products

Other Requirements:

- Strong communication (written and verbal) and presentation skills, both internally and externally.
- Strong problem solving skills, ability to analyze complex multivariate problems and use a systematic approach to gain quick resolution, often under duress
- Super organizational skills, self-motivated, positive attitude
- Experience working with Channel partners and understanding of a channel centric go to market approach preferred.
- Experience from companies in the enterprise networking security space a plus.
- Regular travel within the territory.
- Must be willing to obtain certifications on all products supported by the security practice as well.

For more information on MAC Source Communications, please go to www.macsourceinc.com.

To apply, please send your resume to Liz Rizzo at erizzo@macsourceinc.com.