

Windval – Principal Consultant – Enterprise Network Services

Windval is a technology consulting organization delivering advisory services and custom technical solutions that enable enterprise companies to optimize heritage investment, integrate modern technologies, and deliver new capabilities that transform their business.

Position Overview

The Windval Principal Consultant is a client-facing, industry-seasoned, senior contributor on the Windval Consulting team responsible for developing and delivering successful and thought-leading advisory and consulting engagements to clients. Windval advisory and consulting engagements deliver assistance and guidance to Enterprise clients in the areas of vision, strategy, platform and enterprise architecture, and road mapping.

In collaboration with Windval Consulting leadership, the Principal Consultant will actively assist in the development of client engagement opportunities and be directly engaged to deliver top-tier advisory and consulting service engagements using generalist and specialist technology knowledge and skills, business acumen, and professional experience.

This Principal Consultant – Enterprise Network Services position is focused in Enterprise Network platform solution area inclusive of network cybersecurity. The Principal Consultant – Enterprise Network Services will have responsibility for leading and advising clients across enterprise network / cybersecurity technology domains and their service and solution sub-domains:

- Campus
- Data Center
- Wide Area
- Cloud
- Mobile and remote access
- Internet
- IoT
- Network Management and Operations

The Principal Consultant is a senior technical professional with diverse industry and technical experience who also brings a solid working knowledge of business and proven written, verbal, and presentation communications skills and experience. The Principal Consultant will have a passion for technology strategy, a strong desire to deliver best-in-class service levels that exceed client expectations, and a proven ability to thrive in a dynamic, fast-paced environment.

Key Responsibilities

- Perform the advisory consultant role with authority for your areas of technical subject matter expertise (Enterprise Network Services). The ideal candidate has considerable experience in the areas of enterprise network architecture, engineering, and operations.
- Develop, lead and deliver advisory and consulting engagements from engagement roadmap design through high-level technical service and solution designs and strategies
- Understand client business and technology strategy and assess associated technical challenges using a professional and structured discovery approach, requirements gathering and a keen problem-solving skillset
- Design Enterprise Network services and solutions that meet business and technology requirements and deliver successful client outcomes
- Develop creative and effective solutions and strategies that maximize client value and minimize client cost and timelines
- Provide clear and effective communication (formally and informally) internally and externally to Windval clients and partners:
 - Verbal – lead and conduct client and partner meetings, interviews, workshops, etc.
 - Written – research and whitepaper creation, strategic project documentation and deliverables, technical proposals, etc.
 - Presentation – create and deliver client presentations, video and webinar material, speaking engagements, etc.
 - Diagrams – development of conceptual and technical content, process flows, etc.
- Build strong client relationships as a trusted advisor – manage realistic and appropriate customer expectations
- Foster key partnerships with manufacturers, service providers and partners
- Foster successful handoff and collaboration with executive, architecture, engineering, and operations client teams
- Participate and lightly facilitate project management mechanics for successful engagement outcomes
- Maintain deep and active skills, experience, and knowledge of relevant industry and technology services, solutions, and trends
- Work with Windval Leadership and Business Development teams to assist in identifying and securing advisory and consulting opportunities (i.e. pre-sales engagement)

- Assist in the support and development of the Advisory and Consulting Practice including mentorship to direct and indirect team members

Qualifications

- 15+ years of experience in senior information technology leadership (strategy, architecture and engineering roles preferred) relating to Enterprise Network Services including cybersecurity
- 5+ years of technology consulting experience roles in Enterprise Network Services strongly preferred
- Deep enterprise network and cybersecurity experience, with a solid “generalist” working knowledge of multiple IT technology domains (compute, storage, virtualization, cloud, etc.) relevant to large enterprise IT teams (F500, ideally F100)
- Experience with unified communications, collaboration, telephony, interactive video and contact centers preferred
- Strong preference given to having the blended career experience of roles across enterprise IT end user organizations, technology manufacturers and technology solution providers
- Preference for experience in different industry verticals including exposure to regulated environments
- Strong preference given to active, relevant industry and/or manufacturer architect-level certifications in Enterprise Network and cybersecurity domains
- Bachelor’s degree in computer science, engineering, mathematics or related experienced required
- Advanced technical degree in computer science, engineering or MBA is beneficial
- Excellent interpersonal, verbal, and written skills, good listener, ability to connect with different personalities
- Demonstrated business acumen and executive presence
- Strong ability to tailor content and delivery to different audiences is required – non-technical executives, technical executives, architects, engineers, etc.
- Ability to solve complex, abstract problems including conflict resolution and mitigation of roadblocks
- Excellent collaboration and team-oriented skills including working with distributed, virtual teams
- Strong user of modern collaboration and office automation tools and services
- Organized and methodical with strong prioritization and multi-tasking skills
- Self-starter and self-directed
- Creative, thought-leading and innovative thinker but grounded in practical realities is essential
- Enjoys and maintains a culture of self-driven, lifelong learning. Maintains a broad knowledge and understanding of the current and anticipated future of the technology industry including trends, technologies, products/services and standards

Additional Details

Windval is proud to invest in our people and provide benefits that include: generous vacation policy and paid holidays, 401(k) with employer match, health / dental / vision insurance, and flexible work-from-home policy.

Windval is an equal opportunity employer that is committed to diversity and inclusion in the workplace. We believe great organizations are born from a safe environment where authenticity and creativity are encouraged and promoted. We conduct our business with integrity and require that our clients, partners, and employees be treated with respect.