

# Australia Jobs Expertini®

## Senior Professional Services Consultant - APJ (based in Singapore or Australia)

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Company: Infoblox

Location: Haymarket

Category: other-general

It's an exciting time to be at Infoblox. Named a Top 25 Cyber Security Company by The Software Report and one of Inc. magazine's Best Workplaces for 2020, Infoblox is the leader in cloud-first networking and security services. Our solutions empower organizations to take full advantage of the cloud to deliver network experiences that are inherently simple, scalable, and reliable for everyone. Infoblox customers are among the largest enterprises in the world and include 70% of the Fortune 500, and our success depends on bright, energetic, talented people who share a passion for building the next generation of networking technologies—and having fun along the way. We are looking for a Senior Professional Services Consultant to join our APJ Professional Services team in Australia or Singapore, reporting to the regional Professional Services director. In this role, you will work to accelerate customer adoption of our products by providing installation services and technical leadership for Infoblox products by working closely with customers, Account teams, Support teams, and Professional Services partners and subcontractors. A major focus of the role is to enable implementation partners in the region to configure, deploy, and implement Infoblox solutions. You will be expected to hit billable utilization targets, as well as ways to add value to our customers. This is an exceptional opportunity to join a strong, growing, successful, and innovative organization. Infoblox allows you to thrive in a unique work environment where the emphasis is on career growth, excellence, innovation, and collaboration. You are the ideal candidate if you have experience with Professional Services delivery and are dedicated to providing outstanding customer service and satisfaction.

**What You'll Do:** Understand customer business requirements and pain points, and be able to translate them into actionable implementation projects

Lead customers to Infoblox product adoption as quickly as possible by configuring and deploying Infoblox products, working closely with customer teams

Create project technical documentation

Perform upgrades/refreshes for customer environments

Mentor implementation partners, including technical knowledge transfer

Execute on the Professional Services go-to-market (GTM) strategy across the APJ region to drive new and existing qualified business opportunities and maximize new sales and cross-sell opportunities

Contribute to the Professional Services knowledge base

**What You'll Bring:** Bachelor's degree in Computer Science/Engineering or equivalent

8+ years of experience in professional services delivery and consulting; Infoblox, BlueCat, or security networks experience is a plus

Experience working in a SaaS networking and/or security is a plus

Excellent communication skills, influencing skills, and the ability to present at internal and external meetings

Ability to communicate with management on recommendations and best practices

A customer-centric mindset, and the willingness to take the initiative to do the right thing for the customer

Good technical knowledge of security concepts and implementations/products is an added advantage

Ability to travel up to 40%

**What Success Looks Like:** After six months, you will... Work closely with Infoblox customers to implement our solutions

Complete and attain significant progress in certification for Infoblox products

Meet metrics for utilization and customer satisfaction

After about a year, you will... Be a primary technical resource for Infoblox products for implementation and consulting

Enable a core group of implementation partners in the APJ region to deliver Infoblox services

Be a subject matter expert for Infoblox NIOS, BloxOne DDI, and BloxOne Threat Defense

Be an expert in the full lifecycle of Infoblox Standard Migration Methodology

We've got you covered Our holistic benefits package includes coverage of your health, wealth, and wellness—as well as a great work environment, employee programs, and company culture. We offer a competitive salary and benefits package, including a 401k with company match and generous paid time off to help you balance your life. We have a strong culture and live our values every day—we believe in transparency, curiosity, respect, and above all, having fun while delighting our customers. Why Infoblox? We've created a culture that embraces diversity, equity, and inclusion and rewards innovation, curiosity, and creativity. We achieve remarkable results by working together in a supportive environment that focuses on continuous learning and embraces change. So, whether you're a software engineer, marketing manager, customer care pro, or product specialist, you belong here, where you will have the opportunity to grow and develop your career. Check out what it's like to be a Bloxer. We think you'll be excited to join our team. #LI-KL2

#J-18808-Ljbffr

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