



### About IP Infusion

If you are looking to be inspired and challenged daily by innovative engineering, technology, and people, you have come to the right place. A career at IP Infusion, an Access Company, gives you the ability to impact the networking industry through the products and technologies we create. We are driven by our collective passion to develop new solutions to networking challenges, and we create great software platforms by working together.

IP Infusion, the leader in disaggregated networking solutions, delivers enterprise and carrier-grade software solutions that are based on our 20+ years of experience, strong expertise, and reliable quality to allow network operators to reduce network costs, increase flexibility, and deploy new features and services quickly. We offer network operating systems for carriers, service providers, and enterprises to achieve the disaggregated networking model. We have been recognized as leaders by analysts and have partnered with service providers worldwide to bring innovative solutions to market:

[IP Infusion positioned as a Leader in Gigaom Radar for Network Operating Systems](#)  
[NTT and ACCESS Forge Partnership Toward Realization of IOWN](#)

If you want to be part of a growing company that is changing the way networks are deployed, please apply to the Solution Engineer role.

### Solution Engineer Role Description

The Solution Engineer is a dynamic role that is inherently cross-functional. You will work directly with customers, sales, product management, and internal engineering team(s) to deliver turnkey networking solutions to solve data center operator's scale and capacity challenges as they approach large-scale CLOS, Data Center Interconnect (DCI), backbone, and AI/ML deployments. As the customer-facing technical lead, you will understand customer requirements and present solutions to help build data center networks. You will plan, scope, make, and demonstrate solutions and conduct proof of concepts (PoC) to ensure technical wins with customers. You will take learnings from these engagements and drive our roadmap, shaping next-generation Data Center CLOS, AI/ML networks, Data center interconnect, and data center backbone including Edge/Gateway.

### Primary Responsibilities

- Lead the engagements for our most strategic projects by working with customers, internal teams, and partners to scope, design, develop, and prove solutions for service providers and data center networks.
- Develop proofs-of-concept (POCs) and prototypes as necessary to demonstrate the feasibility and evangelize new OcNOS solutions.
- Collaborate with the OcNOS product teams to define platform requirements and product plans for next-generation OcNOS solutions
- Educate customers and partners on the OcNOS and participate in deep architectural discussions to ensure their solutions are designed for successful deployment
- Work proactively to resolve technical issues for customer
- Develop unique, compelling, and exciting presentations and demonstrations of new OcNOS solutions.

### Basic Qualifications

- Strong knowledge of L2/IP/VxLAN/MPLS networks
- 5+ years of experience in pre-sales or customer-facing role
- Business-level English and technical presentation skills
- Experience with data center system software architecture and approaches.
- CCIE(Enterprise/Service Provider/Data Center) or equivalent qualification (JNCIE, CCDE)

### Nice to have or Preferred Qualifications

- Computer Sc or equivalent engineering/technical degree
- Experience in network design, deployment, or support for service provider networks
- Experience working with large-scale data centers and service provider providers such as NTT, AWS, Azure, eBay, Paypal, etc.
- Experience with executing technical and/or design wins with global service providers like ATT, Verizon, NTT, etc.
- Experience planning and executing technical demonstrations and proof of concepts including field trials with service providers
- Experience with EVPN VxLAN, L3 Clos, and data center automation
- Working knowledge and experience with networking systems (JNPR, CSCO, Dell, Huawei, Arista, Nokia, etc.)

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