



## **Consultant or Senior Consultant – Wireless LAN**

inCode is a boutique strategy and management consulting firm providing business and technology consulting services for leading companies worldwide. Renown in the telecom industry since 1998, inCode has extensive experience with wireline, wireless, cable, and enterprise clients. Our consulting team offers an unmatched combination of vision, intelligence, and technology understanding – combined with an unparalleled ability to execute.

inCode's Enterprise Mobility Group brings to the market 'Big 5' consulting experience and highly technical engineering resources to address both the business owners and key technical contacts needs.

**Location:** Dallas or Atlanta areas

### **Principal Duties and Responsibilities**

#### ***Client Responsibilities:***

- Providing technical WiFi and wireline consulting and engineering services to inCode enterprise consulting clients
- Design/architect wireless networks, including wireline core LAN integration for connectivity, authentication, management and other relevant services
- Facilitate engineering and architecture meetings with all necessary levels of customer staff for the project (typically from VP/Director Network Services down to Network Analyst level)
- Stage/pilot/test networks designed by this individual, customers and/or other peers within inCode as required from engagement to engagement
- Plan, perform and document indoor and outdoor site surveys in the field using 802.11 diagnostic tools including spectrum analysis equipment.
- Install, configure and certify network equipment independently, or in conjunction with field cabling and hardware installation teams
- Formulate technical action plans for analyzing and resolving problems related to 802.11 WiFi networks and/or their wireline dependencies
- Generate documentation in the form of project plans, network designs, topology diagrams, IP/VLAN address schemas, configuration files, site survey reports, heat maps, case notes, tech tips and best practices
- Work on complex problems requiring in-depth fault analysis and troubleshooting skills
- With the Project Manager, develop a project plan to deliver on customer requirements

#### ***Internal Responsibilities:***

- Providing technical sales support to salespeople and partners for various technologies as related to WiFi products and services
- Assist in pricing customer proposals, including generating Bills-of-Materials and working with applicable vendors to identify the proper part numbers for a customer solution
- Delivers presentations to prospective clients under the direction of the relevant sales person or Practice Lead
- Based on requirements, architects custom solutions to meet customer needs
- Provides technical leadership on proposals, RFP and RFI responses
- Cultivates leads while demonstrating knowledge of mobility solutions
- Maintains broad knowledge of industry solutions and competitors
- Proposes new inCode solutions; Identify new WiFi products or services that are of interest to the marketplaces served by inCode

- Builds test/demonstration solutions in the Wireless Technology Lab or hosting environment
- Provide technical training cross-training to relevant groups as needed
- Career counseling/management for more junior staff
- Participate in serviceability enhancement requirements
- Work effectively in a team environment, including with colleagues, QA and development engineers, and the inCode field organization

**Requirements:**

- 5+ years support experience for network infrastructure products and expertise with advanced TCP/IP networking concepts
- Specific experience supporting and troubleshooting firewall/security, IP routing, DNS, DHCP, NAT, VPN, Authentication protocols (including RADIUS and LDAP), and Network Management Systems (EMS/NMS)
- 3+ years of commercial account/systems engineer/consulting experience
- Solid experience with packet tracing/sniffing a plus
- 1 or more Cisco certifications preferred (CCIE is a strong plus)
- Certified Wireless Network Administrator (CWNA) certification preferred
- Aruba Certifications ACMP and ACMX are preferred
- Experience with WiFi analysis tools (e.g. Ekahau, Wireless LAN Planner, AirMagnet, Cognio) strongly preferred
- Experience with specialized WiFi client devices (e.g. Pango/Ekaha/WhereNet RFID Tags, Spectralink/Vocera VoWiFi phones) preferred
- Strong knowledge of RF engineering and concepts preferred
- BSCS/EE or equivalent required
- Ability to travel up to 100% if necessary