



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:

Toll Free Phone: (866) 225-9067

Toll Free Fax: (877) 825-7564

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/05

Solution Architect - IoT

Job ID	250828-en_US-7180	
Web Address	https://careers.indigenous.link/viewjob?jobname=250828-en_US-7180	
Company	Rogers	
Location	Toronto, ON	
Date Posted	From: 2021-10-15	To: 2050-01-01
Job	Type: Full-time	Category: Telecommunications

Description

At Rogers, we connect Canadians to a world of possibilities and the memorable moments that matter most in their lives. Every day we wake up with one purpose in mind. To bring loved ones together from across the globe. To connect people to each other and the world around them. To help an entrepreneur realize their dream. A sports fan celebrate a special moment. Because we believe connections unite us, possibilities fuel us, and moments define us.

Rogers is seeking an IoT Solutions Architect; Wireless, responsible for medium, large, and public sector clients. Reporting to the Senior Manager; Customer Solutions, the IoT Solutions Architect will be responsible for identifying, evaluating, designing and presenting wireless data deployments (cellular and wifi), often as a part of a broader solution-selling opportunity. Possessing an extensive technology background, the successful candidate will be seen as a subject matter expert and will have a strong understanding of all aspects of wireless solutions & IP applications as they relate to client & business requirements and their integration into the customer's WAN & LAN environments. The IoT Solutions Architect will support direct sales channels and will act as the voice of the customer, facilitating the interworking between sales, product marketing & development, engineering, and other internal resources in support of a positive customer experience.

What you'll do:

- Stimulate activity and joint solution selling opportunities for Rogers direct sales channels to drive results for wireless data solutions in support of sales targets
- Interface with key decision makers (ranging from IT staff up to and including CIOs)
- Deliver solution presentations to a diverse customer

audience

- Design differentiated wireless technical solutions that fit customer current and future requirements
- Advance solution specifications internally for product fulfillment
- Gain and maintain a deep understanding of product sets, disseminate to peers and Sales, and provide feedback into their evolution
- Assume the lead for technical responses on RFP, RFQ, and RFI documents
- Complete high-level cost evaluations as required
- Interface with other groups including Network Planning, Transport and IP Engineering, Service Delivery, and Service Assurance
- Identify strategic partnerships and evaluate new partner managers
- Facilitate solution development and deployment of complex data solutions including network connectivity, requirements definition, product testing, pilots, proofs-of-concept, and client trials

What you bring

University degree or technical diploma in Engineering, IT, Computer Science, or related field

5 years of work experience in a telecommunication service provider or IT services organization

Advanced knowledge of cellular (APN, in-building coverage, etc), Machine-to-Machine (M2M), IoT and related technologies

Knowledge in one or more specific M2M/IoT markets (Oil & Gas, Smart City, Connected Car/Home)

Working knowledge of the design and implementation of Ethernet, Internet, MPLS and overall WAN/LAN environments

Working knowledge of transport topologies, equipment, and technology

Working knowledge of IP-based services including SIP & IP Telephony

Proven record in solution selling and product positioning

Excellent business/technical writing and communication/presentation skills

Excellent skills in translating technical designs into high level network

diagrams

Have active industry related credentials (CCNx, CCDx, CCIE, ITIL, MEF, P. Eng., etc.)

Ability to sell, persuade and negotiate

Excellent time management and organizational skills in a fast-paced multitasking environment

Excellent understanding of market trends and competitive issues

Advanced knowledge of Microsoft Office applications (Word, Excel, Visio)

Use of a personal vehicle for business purposes is required

As a condition of hire, all new employees will be required to provide proof of vaccinations against COVID 19. Any request for an exception under Human Rights legislation must be supported by evidence to be considered by Rogers on a case by case basis.

Please click https://performancemanager4.successfactors.com//RCI/Medical_Exemptions_to_Covid_19_Vaccination_EN.pdf here to review conditions that may qualify for medical exemption to the COVID-19 vaccine.

Schedule: Full time

Shift: Day

Length of Contract: Not Applicable (Regular Position)

Work Location: 333 Bloor Street East (908), Toronto, ON

Travel Requirements: Up to 50%

Posting Category/Function: Sales & Professional Services

Requisition ID: 250828

Together, we'll make more possible, and these six shared values guide and define our work:

Our people are at the heart of our success

Our customers come first. They inspire everything we do

We do what's right, each and every day

We believe in the power of new ideas

We work as one team, with one vision

We give back to our communities and protect our environment

What makes us different makes us stronger. Rogers has a strong commitment to diversity and inclusion. Everyone who applies for a job will be considered. We recognize the business value in creating a workplace where each team member has the tools to reach their full potential. At Rogers, we value the insights and innovation that diverse teams bring to work. We work with our candidates with disabilities throughout the recruitment process to ensure that they have what they need to be at their best. Please reach out to our recruiters and hiring managers to begin a conversation about how we can ensure that you deliver your best work. You matter to us! For any questions, please visit the https://performancemanager4.successfactors.com//RCI/Rogers_Recruitment_FAQ.pdf

FAQ.

Posting Notes: Corporate</p>

For more information, visit Rogers for Solution Architect - IoT