



Example of Manager, Networking Job Description

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Our innovative and growing company is searching for experienced candidates for the position of manager, networking. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for manager, networking

- Business Development of Networking and Security Solutions in DD's portfolio, in collaboration with others Business Units of the company (Sales and Presales BUs)
- Networking and Security Solutions Sales Specialist
- Development of Business Assessments
- Product positioning, competitive analysis (features & pricing), content creation and developing sales tools
- Identify principal markets and develop go-to-market plans for penetrating these markets by working with marketing and sales
- Meet with clients to discuss networking requirements and solutions
- Identify and prioritize available market opportunities for network infrastructure sales
- Develop and execute a sales plan resulting in accelerated sales growth and market share gains
- Lead sales growth strategies and manage project opportunities while leveraging local resources
- Establish formal relationships with key market partners (Eco-System Partners) resulting in sales amplification

Qualifications for manager, networking

- BS/MS degree in CS/EE/CE or technical equivalent
- Good understanding of concepts in operating system, Inter process

- Experience in DHCP, SSH, VRRP, file system internals
- Proven track record of building and shipping enterprise software
- Expertise in building software to monitor and manage large scale networks