

Technology Consultant

FinePoint Technology is a leading technology service provider. We pride ourselves on the care we take in the work we do for our clients and customers. Our goal is to elevate their experience, so FinePoint becomes their go-to experts. We are a growing team looking for sharp talent that is willing to learn and grow with us.

The Technology Consultant role is to provide expert advice and guidance to clients on utilizing technology solutions to achieve their business objectives and improve overall efficiency. This position is managerial and expected to effectively delegate work, foster a learning atmosphere among staff, and develop relationships with new and existing clients. This role is also expected to have a strong knowledge of the industry and processes.

Essential Duties and Responsibilities

- Responsible for ICT design, including all phases of design and coordination from budgets, conceptual/schematic design through construction documents.
- Manage fee development, proposals, and negotiations with clients.
- Discuss potential upcoming projects with current clients and develop additional business.
- Conduct client programming sessions and meetings to develop the system parameters (telecom, security, network, and audio visual)
- Review architectural, mechanical, and structural design and engineering plans and consult on space design, material selection, and multimedia systems.
- Perform site surveys to develop client requirements for converged infrastructure and develop documentation of new or existing systems and building conditions.
- Work within a team environment to ensure client standards are met and that all technology systems are incorporated into the overall system design.
- Teach clients the best way to utilize their technology to improve their own company's efficiency & profitability.
- Manage and delegate team coordination, schedules, and project tasks.
- Maintain open communication with company owners regarding project status, scheduling, and financial management.
- Meet financial goals on a monthly and quarterly basis.
- Maintain realistic project budgets that increase company profitability.
- Provide production management and assist with coordination to address all aspects of digital networks inclusive of audio, video, control, voice and data, and security systems.
- Coordinate with vendors, contractors, clients, and other interdepartmental personnel.
- Serve as a technical resource for others throughout the firm, providing thought leadership and subject matter expertise.
- Research, develop, and evaluate emerging technology to maximize the firm's services.
- Attend industry events and work to promote FinePoint within the market.
- Assure FinePoint quality standards with adherence to QA/QC procedures.

Job Requirements

- Up to 25% travel, sometimes on a last-minute basis.
- Occasional evening, overnight, and weekend work.
- Maintain a professional appearance.
- Ongoing training/certification in industry related subjects.

Education/Experience

- Strong knowledge of Architectural drawing, technology, audio, video, data, and control system designs.
- Strong knowledge of AutoCAD / Functional knowledge of BIM/Revit
- General knowledge of Information Technologies (IT) services and digital media delivery technologies, network hardware, infrastructure, and systems architecture such as IP, WAN, LAN Routers Switchers
- 7+ years' experience in AV or ICT is preferred.
- Demonstrated management and leadership experience.
- Proficient with Microsoft Office, including Word, Outlook, and Excel.

Qualifications

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Must be self-motivated, positive in approach, professional to all employees, vendors, clients, and business partners.
- Excellent written and verbal communication skills.
- High level of organization
- High level of job site familiarity i.e. construction and corporate atmosphere.
- Able to creatively problem solve and analyze complex problems and generate solutions.
- Effectively manage multiple projects
- Demonstrate time management skill with attention to detail
- Understand technical and construction documents
- Must be able to communicate effectively in a team
- Technical background and excellent computer skills
- Must be resourceful and ability to solve unusual or unexpected problems.

Certificates and Licenses

- Valid driver's license required.
- Valid and current CTS-D preferred.
- Valid and current PMP preferred.
- Valid and current RCDD preferred.