



Corporate Solution Engineer

June 06, 2024

Job description

Job Title:	Corporate Solution Engineering
Department:	Solution Engineering
Reporting to:	VP Solution Engineering
Location:	Israel
Key Relationships:	builds development, Sales, Account Managers, Product, R&D, Support
Job Scope:	Full-time – Including travel Abroad
Availability:	Immediate

Company Overview

Founded in 2016, ZutaCore is a global organization focused on revolutionizing cooling solutions for the data center industry. We are a dynamic and rapidly expanding company specializing in the development of innovative dielectric, Direct-on-Chip cooling systems. Our cutting-edge technologies address critical needs in the thriving data center market and accelerating net zero emissions data industry. We foster a purpose-driven culture built on passion, optimism, and a genuine commitment to our customers, each other, and our planet.

ZutaCore solution Engineer collaborates with the ZutaCore Sales, and Business Development teams to identify and grow ZutaCore's Products and Services with ZutaCore Partners. This role is based in Israel and involves travel about 20-30% of the time, working directly with the ZutaCore Partners' Customer Sales Engineers, Lab/Testing teams, end-user prospects, and customers at their locations.

At the same time the solution engineer is involved with internal headquarters team; product, R&D, CTO, Operations and customer support.

At ZutaCore:

- We share a compelling vision and uphold a strong company culture.
- We are unwavering in our commitment to delivering high-quality products and services.
- We consistently set the industry standard for exceptional service.
- We believe that with determination and creativity, anything is possible.
- We operate as a unified team, fostering a culture of collaboration and winning.
- We take proactive action and assume accountability for our responsibilities.

Main Responsibilities

ZutaCore solution Engineer main responsibilities include:

- **Sales & BD Support:** Be the ZutaCore Technical Solutions expert for ZutaCore sales team as well as ZutaCore Partners teams:
 - Assist sales & BD with qualification and assessment of new projects and opportunities.

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- Effectively present ZutaCore products and solutions and answer all technical questions.
- **Training and Education:** Work closely with ZutaCore Partner's Pre-sales and Support teams to educate them with ZutaCore Technology and Solutions. Assist with Training materials and actively schedule knowledge transfer processes, including online and frontal training sessions.
- **Technical Liaison:** Be the technical liaison with the ZutaCore engineering for customers', effectively and accurately communicate technical project requirements.
- **Define solution architectures:**
 - Understand end-customer's needs and help define the cooling architecture and technical solutions, generating technical documentation e.g., architectural drawings, design schematics, mechanical calculations, and KPIs.
 - Perform energy modeling and TCO analysis studies and trade-off comparison reporting as required.
 - Effectively and jointly work with customers and project trades i.e.: MEP, general and electrical contractors, DC infrastructure providers, etc., to define ZutaCore solution integration technical requirements.
- **Manage POCs:** Define, together with BD & Sales, the appropriate POC per end-customer need, and manage the execution of such POC with all relevant stakeholders.
- **Implementation monitoring:** Monitor and support successful solution implementation and installation by providing technical expertise.

Qualifications

- Mechanical engineer with good understanding of thermodynamics
- Technical skills enabling identifying and Designing solutions for complex data centers
- Customer facing experience, with exceptional customer success focus and skills.
- Effective verbal and written communication skills in English.
- Innovative, details oriented, problem solving, hands-on attitude and results driven.
- Self-motivated, can work with minimal direction/ supervision, team player.
- Ability to travel internationally with a short notice.
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- Ability to evaluate and analyze currently deployed Cooling Systems efficiency and limitations in customer Data Centers (power usage efficiency - PUE).
- knowledge of the data center physical infrastructure and engineering, encompassing mechanical, electrical, including power distribution, precision cooling, IT rack layouts and management software.
- Hands on experience and in-depth understanding of data center and equipment cooling requirements:
 - Data Center IT and Servers Configuration
 - Server Cooling technologies
 - Infrastructure capacity support for cooling elements and data center power.
 - Working knowledge of installing, configuring and maintaining of mechanical and electrical data center systems.
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Benefits:

- Winning culture with a friendly, team-oriented environment!
- Company events, lunches, and trips



Join ZutaCore

At ZutaCore, we offer a stimulating work environment where talented professionals can thrive. If you are passionate about cutting-edge technologies, eager to contribute to a dynamic team, and dedicated to delivering excellence, we invite you to apply today. Join our purpose-driven culture and help shape the future of data center cooling solutions.

To apply, please submit your resume.

Contact Details:

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