



Deployment Engineer – Job Description

Summary

The Deployment Engineer will be responsible for ensuring a smooth onboarding process for new customers onto cloud-based products. This includes working closely with the sales and customer teams to understand the customer's needs, configuring the product to meet those needs, and providing training and support to ensure the customer is fully utilizing the product to its full potential.

Essential Duties and Responsibilities

- Work closely with the sales and implementation teams to understand the customers' needs and ensure the product is configured to meet those needs
- Provide training and support to customers during the onboarding process to ensure they are fully utilizing the product to its full potential
- Troubleshoot and resolve any issues that arise during the onboarding process related to the company's cloud-based products
- Collaborate with the product development team to provide feedback on product enhancements and suggest new features based on customer needs
- Stay up to date on the latest developments in cloud technologies and ensure the product is utilizing the latest best practices
- Document and share best practices and lessons learned with the wider team to improve the onboarding process.
- Ensure effective onboarding lifecycle management
- Continually refine and document onboarding best practices
- Review and monitor project activities against definition, schedule, and costs
- Provide technical escalation support to customers via phone, email, and remote access
- Provide guidance and assistance to customers on product usage and best practices
- Other duties as assigned by management
- On rare occasions as needed, travel to customer's location(s) to assist with deployment
- Participate in Cisco events as designated

Reports To

Deployment Manager

Qualifications

- Bachelor's degree in Computer Science, Computer Engineering, or a related field
- 2+ years of experience in a similar role
- Strong understanding of cloud technologies
- Excellent communication and problem-solving skills



- Familiarity with programming languages such as Python, JavaScript, and Go is a plus
- Ability to work well in a remote, fast-paced, deadline-driven environment

Outcomes

- Improved project management of strategic projects and customers
- Improved project completion
- Improved predictions
- Improved stakeholder satisfaction

Processes and Systems

- Smartsheets – project management tool
 - Project organization
 - Project reporting
- SFDC – Documentation tool
 - Order Task Notes to notate communication
- Webex/Control Hub
 - Customer and system management
- Cascade
 - Order management

Scorecards

- Project Status Report
- Project Change Report
- Project Completion Report
- Customer Satisfaction Survey