Accela Consulting, an EDWOSB and HUBZone company, provides a broad set of information technology related services and solutions to the U.S. Government. These services include program management, software development, and systems engineering. Cyber security is paramount to Accela and is always an integral part of our services and solutions.

**IT Internship**

Accela Consulting Inc. has an opportunity for an Internship for a student at Virginia Tech. The intern/student must reside in a Historically Underutilized Business area. Applicants must possess a valid driver’s license or state identification with a qualifying HUBZone area residential address to be eligible. (Note that applicants must have lived at a qualifying address for at least 6 months or be a registered voter at that address). Applicants can check their address at this link to see if they qualify: [http://map.sba.gov/hubzone/maps/](http://map.sba.gov/hubzone/maps/).

The internship is available immediately and can cover a broad spectrum of interests mainly in Information Technology (HPE servers, storage, virtualization, networking, backup / disaster recovery, cybersecurity as it relates to the US Federal Government).

The internship salary is $10/hour and requires 40 hours per month of work, and we would like a one-year commitment after internship is completed. Schedule is flexible and will be primarily located at their residence as a virtual office remote worker.

**Job Description:**

The technology pre-sales engineer is an integral part of the sales team and are the first to engage potential and existing clients at a technical level. They work with our clients to understand the detailed requirements, match/craft a solution from our supplier (HP Enterprise Solutions), and help present it back to the client in a clear and concise manner. The intern will follow an HPE Inc. structured online, self-paced pre-sales engineer training curriculum and pass a proctored exam approved by HPE. The intern will gain valuable HPE engineer certifications that follow the intern during his/her career. The intern will communicate with pre-sales engineers from HPE Inc. whom will assist, when needed, to understand any technical requirements/issues and propose HPE solution’s.

**Duties include:**

- As a Pre-Sales Engineer, this person will act as the Technical Subject Matter Expert (SME) supporting the primary Sales Rep/Territory Account Manager when interfacing with prospective clients
- Participate in prospective client meetings, presentations, conference calls, web conferences, and whiteboard sessions.
- Work with HPE pre-sales engineers to design and/or recommend technical solutions based on top tier virtualization, storage and backup technologies (e.g. VMware, HPE, Veritas, AWS)
- Maintain professional communication with internal (HPE) and external clients with an Accela Consulting sales person.
- Work on multiple projects simultaneously
- Obtain various vendor-related training and certification levels
- Continually stay abreast of the latest developments in virtualization, storage, networking and cloud products

**Skills/Qualifications:**

- Technical knowledge or experience of one or more of the following:
  - Knowledge of fundamental storage concepts (IOPS, throughput, RAID technologies, zoning, and LUN masking)
  - Microsoft technologies (Exchange, SQL, Active Directory, DFS)
Continued:

• Windows and Unix operating systems (Windows, AIX, HPUX, Solaris, Linux)
• Working knowledge of standard TCP/IP networking (subnetting, trunking, VLANs, etc)
• Working knowledge of fibre channel, iSCSI, and FCoE storage networking
• Detail orientated and ability to multi-task
• Demonstrated excellent verbal, written, and interpersonal communication skills
• Ability to work independently, self-directed, strong work ethic and adherence to deadlines
• Ability to engage in multiple projects simultaneously

Contact:

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