Role: DevOps Consultant with Nexus Focus

Job Description:
Enough with the corporate-speak in job descriptions. Sure, we're looking to expand our team with 'passionate' and 'driven' people, but would you really be reading this right now if you weren't? If you've reached the point in your career whereupon reading, "DevOps Consultant," you thought, "hey, that sounds right up my alley," you are probably pretty darned passionate and driven. Anyone else need not apply.

Some background on this role:
This role is strategic. Sonatype's customers, with over 40,000 Nexus instances, are fueling our 76% market-share and double-digit growth. They are at the heart of what we do. You will be focusing on: analyzing how our customers use Nexus, driving adoption across their organization, and ensuring Nexus is a key component within their DevOps tool chain. You will work closely with our customers, our sales team, and our executives to help shape and execute a smart services strategy. Our goal is to optimize and enhance customer deployments, while continuously improving the solution, based on critical customer feedback relayed to our product team.

This role is also tactical. Our customers are asking for help with their Nexus Professional deployments. We aim to please. Specifically, these are customers with: complex, multi-instance, global deployments. They are looking for best practices, guidance, and custom deliverables like scripts, plug-ins, etc.

If you want to help shape an organization, know Nexus and the modern software development lifecycle better than most, and you love a challenge, this role is perfect for you.

Why this role is so important:

Sonatype offers our customers subscriptions to valuable software that works. As long as our customers value their investment, they continue to renew and expand their deployments. No value = no growth and no renewal.

Fortunately, our customers find us easy to work with (85% told us this in our Spring 2014 survey). They trust Sonatype and value their investments, as demonstrated by our 90%+ renewal rate -- one of the highest renewal rates in the software subscription business. But we choose not to rest on our laurels.

If our customers are not optimized, properly deployed, or have compromised roll-outs due to their lack of: time, technical know-how/resources, or understanding of best practices - it will inhibit our mutual ability to achieve success and expansion. That is why this role is so important.

What you'll do:

If you've read this far, you should be jazzed about helping our customers by exercising your supreme Nexus and DevOps know-how. Keep in mind; our customers are software architects, developers, DevOps managers, and associated stakeholders in the SDLC. They are incredibly smart and know their stuff. In this role, you will:

- Help develop and execute a services strategy that focuses on optimizing and enhancing customer deployments.
- Consult with customers to provide best practices, guidance, custom deliverables (e.g., scripts, plug-ins, etc.) for deploying and managing Sonatype Nexus Professional and to a lesser extent, Sonatype CLM products.
- Provide guidance on how Sonatype Nexus Professional and our CLM solutions fit into our customers' overall DevOps strategy.
- Create and execute statements of work ("SOWs") with deliverables that may include developing scripts, plug-ins, documentation, architecture and design recommendations, etc.
- Provide feedback to our Sales, Product Marketing and Product Development teams on how to bring more valuable features to the product based on customer feedback and your hands-on experiences.

If you've been told, "you have a great bed-side manner," that's what we're looking for and if you like to travel, that's important as well. Although there will be some days of mostly screen-time, this is a customer-facing role. Travel is likely to be around 50% initially, with some international travel as part of the job.

Skills You'll Need:

Your mission will be to help our customers make Nexus an integral part of the development / DevOps process. Therefore:

- Broad knowledge of modern software development life cycles and the tooling that development organizations use to build applications is important.
- Prior consulting experience in software development and/or scripting are critical.
- Our customers will expect you to work with tooling including Hudson/Jenkins (CI Servers) and Eclipse / other IDEs, in order to integrate Sonatype's specific solutions into their application life-cycles.
- Of course, experience with Nexus is critical

Since our broader product portfolio addresses application security and licensing concerns, experience with these subjects and knowledge on how to establish policies around them are a plus.

Great Qualifications We're Looking For:
- Bachelor's degree, preferably in a technical field of study
- Consulting experience with creation and execution of SOWs and meeting deliverables deadlines
- Deep familiarity with the software development lifecycle as a Developer and/or manager of development infrastructure including: source code version control systems (e.g., git, subversion, cvs, etc.), modern build tools (e.g., Jenkins, continuous integration systems), package managers (e.g., Maven, Gradle, Nuget, NPM, etc.), and continuous delivery technologies (e.g., Puppet, Chef, Udeploy, etc.)
- Experience with highly available enterprise environments utilizing load-balancing network devices and proxy servers

- Strong communication and interpersonal skills
- Excellent troubleshooting and analytical skills
- Well-honed project management and organizational skills
- Unix shell or other scripting experience
- Ability and desire to work in a team
- Ability to use and learn a wide variety of open source technologies and tools
- Experience working in cross functional role along side Engineering and Sales organizations is a plus

About Sonatype

Today, developers rely on millions of third party and open source building blocks — known as components -- to build up to 90% of a typical application.   These components are downloaded from the Internet, without controls, allowing components with known security vulnerabilities and/or licensing risks to be built in to newly developed software. And unlike a manufacturing supply chain, these components are not tracked throughout their lifecycle for update or recall. Sonatype uniquely identifies all components and integrates data about known security, license and quality risks into the tools developers use every day, so risky components can be easily avoided and defects repaired early in the development process. Policy automation, ongoing monitoring and proactive alerts makes it easy to have full visibility and control of components throughout the software supply chain so that applications start secure and remain that way over time. Want to learn more? Get started here, take a tour or take a look at our resources to see what may interest you.

Sonatype is privately held with investments from New Enterprise Associates (NEA), Accel Partners, Bay Partners, Hummer Winblad Venture Partners and Morgenthaler Ventures.