

Ace Forensics

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Solutions Consultant - Forensics

Location: Remote

Employment: Full-time

About Ace Computers:

Ace Computers is a leading provider of advanced forensic hardware and technology solutions for law enforcement agencies worldwide. We specialize in empowering forensic professionals with tools to solve complex cases efficiently and effectively.

Job Overview

The **Solutions Consultant – Forensics** is responsible for engaging with clients in the digital forensic industry to understand their needs, present customized solutions, and guide them through the technology acquisition process. This role serves as a key liaison between the client and our engineering, sales, and support teams, ensuring that every forensic solution meets the technical and operational requirements of the client.

Key Responsibilities

1. Client Engagement

- Identify and proactively engage with digital forensics professionals, labs, and agencies in need of forensic computing solutions.
- Conduct comprehensive needs assessments to understand specific investigative workflows, hardware/software requirements, and compliance considerations.

2. Solution Selling

- Collaborate with internal stakeholders to design and recommend digital forensic solutions, including forensic workstations, imaging systems, write-blockers, and mobile analysis tools.
- Communicate the value and capabilities of Ace Computers' forensic offerings through presentations, demos, and technical discussions.

3. Pipeline Management

- Build and manage a healthy pipeline of digital forensics opportunities across government, private sector, and educational markets.
- Build and configure quotes for end users.
- Use CRM tools to monitor sales activities, manage leads, and report accurate sales forecasts.

4. Relationship Building

- Develop and nurture long-term relationships with investigators, forensic lab managers, procurement officials, and other key stakeholders.
- Provide ongoing consultation and support to ensure client satisfaction and long-term loyalty.

5. Market Awareness

- Stay informed of industry trends, certifications (e.g., FISMA, CJIS, ISO 17025), digital forensic tools (e.g., EnCase, FTK, X-Ways), and evolving best practices.
 - Monitor competitor offerings and emerging forensic technologies, sharing insights to inform product development and go-to-market strategies.
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Qualifications

- 3+ years of experience in digital forensics, technical sales, or forensic technology solutions.
 - Familiarity with digital forensic workflows, acquisition/imaging tools, and legal/evidentiary standards.
 - Strong communication and presentation skills.
 - Ability to translate technical features into business value.
 - Experience working with the public sector and/or law enforcement agencies is a plus.
 - Proficiency with CRM platforms and sales reporting tools.
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Why Join Us?

- **Impact:** Support law enforcement with essential forensic tools and solutions.
- **Growth:** Opportunities for professional development and advancement.
- **Innovation:** Work with cutting-edge forensic technology.
- **Team-Oriented Environment:** Collaborative and supportive workplace culture.

Apply Now: Be a part of a team dedicated to making a difference in forensic investigations!

Send applications to careers@acecomputers.com