

Trader — Networking

Secondary-market trading · Channel (Cisco, Arista, Juniper)

Exact Asset is an AI-native asset lifecycle platform — machine-vision grading, digital asset passports, RFID/RTLS tracking, and chain-of-custody — built for data-center and enterprise IT environments.

THE OPPORTUNITY

Every data-center refresh and decommission sends switches, routers, and optics back into the channel — and the operators moving them want speed, fair pricing, and clean provenance. You know that channel: Cisco, Arista, Juniper, and the optics and modules around them. This role gives you grading, valuation, and chain-of-custody on every unit, so you buy with confidence and sell through your relationships faster than anyone stuck on manual processes.

WHAT YOU'LL DO

- Source and sell networking hardware — switches, routers, optics and transceivers — through the channel.
- Build your own book across resellers, integrators, and end users; own sourcing, pricing, and margin.
- Back every deal with platform-verified condition and configuration data.

WHAT YOU BRING

- A track record trading networking gear in the secondary market, with channel relationships (Cisco, Arista, Juniper, and peers).
- Knowledge of networking SKUs, optics and transceiver compatibility, testing, and refurb.
- A portable network and a nose for margin.

YOUR EDGE AT EXACT ASSET

- ✓ AI grading and valuation instead of guesswork
- ✓ Digital passports that make your inventory trusted
- ✓ Access to data-center decommission supply at the scale of the current build-out
- ✓ A remarketing channel already in place

HOW IT WORKS

Commission-forward from day one on a contract or draw basis, with a path to a permanent, expanded seat and equity or territory. Compensation is discussed confidentially. Remote-friendly; Austin HQ; travel as needed.

Talk to us — confidentially

Currently seated but curious? These conversations are confidential — no résumé needed to start. Just tell us what you trade and who you know.

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Meeting at the ITAD Summit — reach out and we'll step off the floor for 20 minutes.