Our company is growing rapidly and is looking for an account architect. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for account architect

- Conduct training and technical workshops for Customers and internal teams
- Maintain high degree of awareness of developments in the Information, Communication and Technology market, with a special focus on Systems and Storage
- Take part in putting together proposals for RFP
- Engage with the necessary subject matter experts (Service Delivery, Account Management, Capability, Tech for Ops teams inc. Product Strategy, Architecture, Factory) to craft the optimum solution inc. facilitate workshops
- Create the necessary documentation to describe the proposed solution solution overview or technology roadmap with recommendations
- This position requires IT knowledge across several platforms, processes or architectures
- Proven track record of delivering exceptional results as an account manager or technical software sales role for on-site or SaaS enterprise software
- Experience with enterprise hosted services and a will work closely with our sales and product teams with our clients
- 2-3 years of experience with modern enterprise software IT systems and services, in particular networking, communications (Exchange, LYNC, Instant Messaging, etc), directory services (LDAP, AD,), XML/FPML
- An understanding of working well with remote teams across different time zones

- 8+ years of working hands-on with all aspects of Software Development Life Cycle
- 4+ years of Product Management and CRM experience
- Ability to pull together multiple different, and sometimes conflicting, inputs (data, qualitative feedback, hypothesis,) into a common point of view
- Salesforce.com knowledge / experience
- Experience in Big Data platforms, HIEs
- Familiarity with common enterprise services (Directory Services, Information Assurance, Virtual Desktop,), products (i.e., Oracle, SAP) and frameworks (ITIL, Zachman, TOGAF)