Downloaded from <https://www.velvetjobs.com/job-descriptions/data-solution-architect>

# Example of Data Solution Architect Job Description

Our growing company is hiring for a data solution architect. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for data solution architect

* Work with target accounts in region to promote the value of HPE Hybrid IT offerings, with a primary focus on NFVi Blueprints
* Develop C-level client relationships and create a preference for HPE’s infrastructure for their network evolution through active persuasion and education
* Consultatively & proactively position HPE early in deals to influence client strategy and shape deal Request for Proposal (RFP) requirements towards HPE’s strengths
* Based on insight gained in ongoing relationship, identify new leads for HPE, and more specifically position HPE infrastructure as the alternative in planned deployments by vendors such as Cisco and Huawei who would typically deploy their own server offering
* Work as a core member and trusted advisor in the HPE account teams, closely aligning efforts with Account CTs and AEs
* Craft pursuit strategies that masterfully guide account team pursuit activities to build opportunities across lengthy sales cycles whilst aligning with the Hybrid IT Telco strategy
* Work with HPE partners, ISVs, and integrators to engage client pursuits not necessarily lead by HPE
* Participate in development (with regional ISVs in particular) of the HPE’s NFVi ecosystem for Telecommunications
* Serve as a conduit of market requirements and information from market back to Product and solutions management in HPE Telecom Segment and NFV Solution business
* Support WW BDM Lead for Pipeline tracking

## Qualifications for data solution architect

* Proficiency in SQL and Oracle PL/SQL is required
* Ensures compliance with existing EA guidelines and standards
* Strong communication skills in English (and ideally Mandarin, to liaise with key stakeholders in China), solid leadership and management skills
* A demonstrable track record of successful delivery
* Candidates with previous experience working in a bank and in particular the Treasury function of a bank desired, but not mandatory
* Working in interdisciplinary teams