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# Example of Manager, Architect Job Description

Our innovative and growing company is looking for a manager, architect. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for manager, architect

* Career and performance management of a team of architects
* Services Sales Engagement – work with the East Region Services Sales organization to help market and sell the East Region business and take the lead on strategic sales engagements where senior technical oversight and customer relationships is required
* Technical credibility – helping customers believe in our capability, capacity and quality
* CTO-level sponsorship – maintaining direct relationship with key executives at customer and partners
* Technical feedback channel – demonstrate to customers and partners local influence on new product development
* Case Studies and References - Identification and sponsorship of case studies and customer references for transformative, workload and market-leading deals
* Participate in Area resource and capacity planning processes, use conclusions to reskill or adjust Architect resource levels
* Conduct performance management
* Team-oriented approach to working with everyone, actively coaching, mentoring, assisting on various tasks, listening, and handling all levels of tasks as needed
* Opportunities and deals

## Qualifications for manager, architect

* Support the sales motion and value proposition, driving NWS and/or PCB for Managed Services
* Develop and drive execution of the Managed Services business and technical strategy in collaboration with appropriate parties
* Support discovery sessions with customers to define goals, scope and ultimately estimates for services
* Review the conceptual design, costing, and contracting tenets of proposed solutions for consistency, innovation content, and deliverability
* In-depth knowledge and understanding of the competitive marketplace for Managed Services solutions
* At least 6 years of ITSM Operations experience with at least 3 years experience in a ServiceNow architectural role