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# Example of Presales Solution Architect Job Description

Our company is growing rapidly and is hiring for a presales solution 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 presales solution architect

* Protects and expands HPE's footprint with the customer by leveraging new technologies, upgrades, and refreshes to the company's installed base
* Responsible for pipeline information to be updated and accurately reflect the area of responsibility to ensure nurturing of all deals and constant movement of opportunities to close
* Facilitates smooth transition from sales to implementation by orienting the appropriate teams to the technical solution design and identifying related training needs
* Leverages a solid knowledge of customers' technical environment and a thorough knowledge of company products and solutions to translate the functional view into a technical view and design end-to-end solution architectures aligned to the business needs of the customer, within the specified scope and budget
* Proactively works with the account team to provide solution advice, proposals, presentations, and other customer messaging
* Participates in deep-dive discussions, articulates the value proposition, and successfully demonstrates benefits of the proposed solution in addressing and resolving customer business challenges
* Tracks industry developments for a specific domain through conferences, social media, business events
* Drive revenues by managing the pre-sales technical process and evangelizing about Red Bee’s services to existing and prospective customers, and to contribute to product and service offering creation and development
* Partner with Sales, Business Development, Product, Commercial and Operations to educate existing and prospective customers about the superiority of Red Bee services - this includes conference calls, site visits, presentations, technical evaluations, technical objection handling, proposals, and follow up on all customer related issues
* Engage and own the development of customer proposals, design and delivery, ensuring all expertise, information and recommendations are concisely defined

## Qualifications for presales solution architect

* 10+ years demonstrated experience with the design, implementation or support of cloud technologies and hybrid solutions across multiple global locations utilizing Microsoft Office 365, Microsoft Windows Azure and/or Amazon Web Services
* Expertise in enterprise network or storage & backup architecture a plus
* 5-10 years demonstrated experience in the design and configuration of enterprise networking technologies including DC, LAN/WAN, UDP/TCP, Firewalls, VPNs
* Strong understanding of enterprise, internet and web technologies SaaS based hosted infrastructure
* Experience in technical presales or consulting with RFIs and RFPs
* 5-10 years demonstrated experience in the design and configuration of enterprise networking technologies including DC, LAN/WAN, Voice, UDP/TCP, Firewalls, VPNs