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# Example of Sales Architect Job Description

Our innovative and growing company is looking for a sales architect. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for sales architect

* The individual must be a self-starter who is able to own and resolve problems, operate independently, and expeditiously provide sound recommendations consistent with good business principles and common sense
* Assist the businesses in monitoring data driven performance of programs and bring forward suggested adjustments as necessary
* Provide Architectural leadership for assigned account(s) by championing entire HPE portfolio of solutions
* Build professional relationships with key technologists across the business, industry & region
* Establish a solid understanding of the customer’s current & desired maturity states of IT infrastructure, applications, & standards
* Engage with HPE Sales & Pre-Sales to architect solutions for key account opportunities
* Build, create & delivery content supporting customer adoption of HPE Portfolio & Partner Solution ecosystem
* Engage with defined Customers to build upon HPE’s Hybrid IT vision & produce account strategies based on business analysis
* Provide direction in Sales & Opportunity Review to attach new solutions & grow opportunities in existing account base
* Confidently present Sales & Marketing strategy to large groups & events & trade shows

## Qualifications for sales architect

* Advanced technical experience in graphic & structural design with leading edge knowledge of targeted Esko
* Expert knowledge of business, processes, & ROI based decision making model
* Ability to understand the unique business requirements of customers and IT departments and translating/presenting those needs into a compelling vision, architecture and roadmap for our customers
* In depth understanding of the architectural principals of web-based application and platforms including SaaS, PaaS, multi-tenancy, multi-tiered infrastructure and application servers
* Previous programming experience and mobile development a distinct advantage
* Previous experience of enterprise application integration, including SOA, ESB, EAI, ETL environments and an understanding of integration considerations such as process orchestration, customer data integration and master data management