



Example of Partner Solutions Architect Job Description

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Our innovative and growing company is hiring for a partner solutions architect. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for partner solutions architect

- Be the technical lead to ensure Partner success
- Work closely with Partners to assist in their integration processes
- Assist in building out a complete cloud partner program for location services
- Be able to lead in defining the requirements for technical enablement with respect to a cloud-based solution including lab, demo, curriculum and tools to drive partner competency and accelerate sales
- Expertise with SaaS selling to Enterprise and Corporate Line-of-Business to traditional IT buying centers for cloud-based solutions
- Develop and execute strategies to drive Enterprise Networking Wireless Solutions enablement to Partners worldwide
- Assess, understand and decipher technical requirements into validated solutions that can easily be distributed for use by channel sales
- Work with the global partner organisation to drive adoption of resources by bringing together feedback, improving existing architectures and developing a strategy to further enable technical sales
- Drive rapidly growing revenue for our most strategic partners across EMEAR through technical engagements, solution development and solution training activities
- Gain deep understanding of Meraki APIs development tools that complement their use

Qualifications for partner solutions architect

- Web application development with knowledge of JavaScript, HTML5 / XHTML, UI5, JavaScript Frameworks, CSS3, JQuery, Angular JS
- Sound knowledge of JSON
- Must reside with easy access to a major airport
- Prefer experience selling cloud-based software solutions
- Prefer previous experience selling OEM-based solutions