



Example of Senior Solution Job Description

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Our growing company is looking to fill the role of senior solution. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for senior solution

- Identifies, provides leadership to, and coordinates technical solution development activities in pursuit of formal proposal/SOW development
- Monitors the engagement process and obtains additional resources as needed
- Identifies and engages subject matter experts for discreet service offerings identified in the technical solution
- Participates in the proposal development process with pursuit-team members
- Assists Account Executive in the development and negotiation of the Statement of Work and client contract vehicles
- Prepares and delivers solution related presentations to our client and their client as needed
- Monitors and ensures business and financial success of proposed client solutions
- Provided technical support to all regional demand generation activities
- Develop customer relationships at all levels to ensure that our client is viewed as a trusted advisor
- Work directly with partners to develop and deliver solutions

Qualifications for senior solution

- Leading, developing and building teams preferred
- Bachelor's Degree and 10 years of progressive experience in a combination of IT development, design and/or architecture disciplines with at least 2 years of

- If no degree, 12 years of progressive experience in a combination of IT development, design and/or architecture disciplines
- Minimum of 3 years of application development experience delivering quality scalable software on time, on budget, and in compliance with customer requirements
- Sound knowledge of IT Infrastructure and IT Outsourcing Business and related market leading HW and SW architectures
- Several years of experience in presales and technical positions preferably in the IT industry and IT Outsourcing Business