



Example of Senior Solutions Architect Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of senior solutions 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 senior solutions architect

- Ensure revenue and new business quotas and service objectives are met while maintaining a high level of satisfaction among prospective and existing customers
- Build relationships with customer technical staff to identify new opportunities
- Creation of innovative architectures and solutions in support of major capture efforts within the core business base, in strategic expansion areas, while balancing these solutions against cost, schedule, function, quality, and other business considerations
- Assist in the further development of the systems integration capabilities within the business
- Integral part of the sales team to identify and qualify business opportunities, identify key Client technical objections and develop the strategy to resolve technical blockers
- Leads prioritization of Client solution / technical requirements and champions resolution of solution / product gaps internally (also towards Product Groups)
- Develop individual skill set and expand product knowledge to maximize value and to deliver quality services to our clients
- Travel to Client sites, conferences, and other related events as required
- Partner with local teams to address Telco customers and partners and their technical network teams
- Guide or contribute to RFP and RFI responses and projects for Telco, NFV,

Qualifications for senior solutions architect

- Understanding of application, server, and network security and government requirements such as FISMA/FedRAMP, HIPAA or CJIS
- Web services development/deployment experience, IT systems and network engineering experience, security and compliance experience, software engineering experience
- Operational experience with website/web services traditional IT operations, management, and security experience
- Deep business understanding of cloud computing as a fundamentally disruptive technical and business strategy
- Bachelor's or master's degree is an advantage
- The successful candidate will ideally have strong experience managing projects and proposal efforts, and working at a high level taking full ownership of solutions