



Example of Services Solution Architect Job Description

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Our company is hiring for a services solution architect. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for services solution architect

- Develop business and technology roadmap and strategy
- Ensure competitive position is fed back to portfolio management
- Understand end to end solutions which best address customer needs
- Create value and constantly qualify for HP
- Identify services opportunities for HP in customer's enterprise information technology and business processes
- Understand the Advanced Delivery Model (ADM) and Assemble to Order approach, strategy and methodology, and be able or construct a solution according to the A2O principles and training
- Constantly be learning and networking
- Architecture design for the Customer Engagement Platform
- Project manage assigned Customer Engagement projects
- Monitors IT construction project quality, metrics and budgets, manages project execution, institutes project control, performs project closure for assigned projects

Qualifications for services solution architect

- Commercial contract understanding
- Excellent people relationship skills and Teamwork
- Create and expand qualified opportunity pipeline through contextually aware, solution focused discussions with clients

- Participate as a key member of the client facing sales team, representing the solution in RFP responses, formal presentations and interactive client workshops
- Card payment networks (VISA, MasterCard, American Express)