



# Example of Solution Principal Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of solution principal. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for solution principal

- A relatively recently constituted group, the OPS Team is now looking to expand its capabilities and resources globally, in order to be ready to support the business in this "Year of Consumption"
  - The Solution Principal is a key stakeholder in the OPS presales process who, working collaboratively with the local DellEMC and DFS Account teams and the OPS Pricing and Delivery teams, is responsible for shaping, tailoring and assuring the customer-specific technical solutions for our flexible consumption offers
  - The role being hired under this Requisition is an individual contributor role and will focus principally on EMEA activity
  - Completing assigned tasks on time, on budget, and with high quality
  - Ability to travel for day trips and some overnight trips
  - Strong background in both Systems and Software Architecture and Engineering
  - An ideal candidate will also feel at home in strategy discussions, budget planning, project management software development
  - Automation and continuous integration and delivery systems experience required
  - Machine learning experience, Deep learning is a plus
  - Target utilization range of 75-85% across multiple accounts in Orange County / San Diego
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- Proven practical background in C++/STL design and programming
- Excellent knowledge of TCP/IP networking concepts
- Proven experience in large scale, CPU and memory bound, backend software architecture
- Proven background in air travel industry - knowledge of fare, schedules and availability filing and itinerary construction rules
- Creativity, innovative thinking, eagerness to learn and seek for novel technologies
- Extensive accountability, ownership and "can do" attitude