



Example of Solution Principal Job Description

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Our company is hiring for a solution principal. 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 solution principal

- Supports business development / to upsell / provide advisory / generate new opportunities
- Delivers business value to customers using Project Management and Functional/Technical skills
- Collaborates with both internal/external industry experts, to anticipate customer needs, in order to facilitate the definition and development of the solution, with project managers to ensure effective and efficient development, delivery, deployment, operation and support of these solutions
- Collaborates with the account team to meet or exceed revenue, customer satisfaction and shared goals
- Good problem solving and critical thinking
- Attitude to understanding and modelling the client's business and client processes
- Focus on the goals with attention to details and to quality of deliverables
- Proficient English (both oral and written)
- Strong experience in evaluating effort and skills needed to do a project in order to build technical and economic offers to our customers answering RFP or tenders
- Architect software design, provide accurate time estimates, develop test plans and test strategies

Qualifications for solution principal

- Familiar with the requirements of Cloud IaaS platform, such as hardware, storage
- Define the architecture, tools, and approach for software solutions
- 10+ years of experience focused in software engineering engagement-based consulting experience (preferably from a Big 4 environment)
- Lead the technical part of the railway signalling bidding activities in the Asean Pacific region
- Hands on public cloud configuration and application migration experience