Our company is growing rapidly and is hiring for a solution. 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

- Industry standard interface protocols
- Obtained
- Mentoring of new and inexperienced personnel
- Participating in projects to map existing as is processes
- Supports development team in developing solutions
- Work with the Project Managers and Business Analysts to develop project schedule resource plans for implementation projects
- Support the identification, development and closing of end-user opportunities through focusing on increasing the partner's capabilities and success
- Perform the technical "sell" of the solution, provide proof points of the technology and connect this back to the business benefits
- Provide support including technical sales calls, training, presentations, proof-of-concepts, capacity planning and technical ROI models
- Act as technical point of contact for customers in communicating requirements to Global Support Services (GSS) and relaying response recommendations to customers

Qualifications for solution

- Project management methodologies, RUP, CMMi, Prince II, PMI
- Technology 'business' leadership

- 4+ years as a technical PSO Solutions Architect in a consulting environment, including time supporting sales and managing technical staff and implementations
- Ability to travel up to 20% percent in region and across NEMEA
- Mature, patient and persuasive