CLOUD AND MANAGED SERVICE SOLUTIONS ARCHITECT

Introduction

Computer Solutions is adding a seasoned Cloud and Managed Service Solutions Architect to our team of professionals. The Cloud and Managed Service Solutions Architect role is to develop and lead a Cloud and Managed Service pre-sales and solution development functions in conjunction with other delivery teams in the organization. Pre-sales functions include business development, education programs, solution development, competitive analysis, proposal development, presentation and delivery. Solution development includes working with Executive Management, Sales, Operations and Accounting to establish a set of repeatable and profitable offerings, while maintaining the pulse of the industry and where manufacturer and distributor offerings fit into the portfolio of services currently and in the near future.

Computer Solutions offers an array of information technology products and services primarily to the South Texas region. Over the years, we have forged strong strategic alliances with leading IT service providers including Cisco, Microsoft, HP, IBM, and many others. In addition to hardware and software product sales, we are frequently our clients' primary contact for professional and consulting services such as Managed Services, Unified Communications, Network Infrastructure, and Server and Desktop Virtualization. Our record of success is clear – our client base has grown to approximately 300 companies across San Antonio and South Texas leading to tremendous annual revenue growth of $1 million in 1984 to $68 million in 2016. Our valued workforce of over 70 highly trained and certified staff create the culture of success within Computer Solutions, having recently been named as one of the "Best Companies to Work for in San Antonio" by the San Antonio Business Journal.

Position Summary

The Cloud and Managed Service Solutions Architect will be responsible for identifying the key opportunities and requirements that exist with Cloud and Managed Service technology solutions for customers - and leading Computer Solutions to develop leading technology solutions, developing delivery models, collecting supporting information, understanding systems integration requirements, translating business problems into technical requirements, developing technology lifecycles, and monitoring for solution's technical and financial success.

Responsibilities

The ideal candidate will have experience in customer-facing roles and have demonstrated success-leading technical and business oriented discussions with Senior Executives to identify and develop appropriate solutions, drive key decisions, and represent future directions. Candidates must have ability to impact and influence customers with a high degree of autonomy, energy, enthusiasm, flexibility, and to create real and measurable business results as evidenced by developing and deploying multiple Cloud solutions, including:

- Develop creative, robust, scalable, and reusable Cloud and Managed Service solutions aligned to business needs and technology trends
- Develop a sustainable Cloud program by gathering pertinent data, and identifying and evaluating opportunities for revenue growth
- Review and updating Managed Service Catalog for relevance and competitiveness
- Establish new Managed Service Offerings, that include targeting current non-managed service account base
- Seek out new industry and technology trends and apply this knowledge to solve business problems
- Improve existing programs by reviewing objectives and specifications, evaluating proposed changes, recommending changes and making modifications
- Develop strategies and timelines for when key customers migrate workloads to a Cloud service, whether it be IaaS, SaaS, DraaS, etc.
- Provide both strategic and hands-on technical expertise to prospects and clients throughout their evaluation and implementation of solutions
- Design, deploy, configure, modify, computer hardware and software both on-premises and Cloud based
- Build technical and security architectures in Azure, AWS, or others for identified workloads
- Establish migration approaches to move workloads to Cloud or architecting a greenfield development or production platform for new applications

- Execute Architecture Design Sessions (ADS) Or Proofs of Concept (POC) Workshops
- Document and share technical best practices and insights with organization

Job Skills Requirements

- Consultative and design skills in developing complex technical solutions and articulating deployment strategies, understanding skill level requirements, managing stakeholder relationships, and gaining consensus
- Proven knowledge in IT Infrastructure and architecture principles to define and articulate solutions
- Design, implementation and/or support of highly distributed applications, demonstrating strong architectural skills and technical dependencies to ensure availability, reliability, and performance
- Presentation skills with a high degree of comfort addressing both small and large audiences
- Superior project design, scoping and pricing skills
- Ability to adapt to a dynamic changing environment
- Ability to connect technology with measurable business value
- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies
- Contribute to company initiatives for improvement, growth and developing culture

Highly Desired Skills and Qualifications

- Strong communication (verbal and written) and collaboration abilities in addition to technical depth
- MCSA-level Microsoft certification preferably in Office 365
- Bachelor's Degree preferably within the technology field of study