

POSITION INFORMATION

Role:

Strategic Solution Architect

Location:

Pittsburgh, PA

Status:

Full Time Employee

Career level:

Experienced (Non-manager)

Job category:

Professional Services /
Consulting

Education:

Bachelor's Degree

Work Experience:

7+ years solution architecture

Work commitment:

50% - 75% travel and possible
work outside of normal
business hours

JOB DESCRIPTION

A Technology Blue Strategic Solution Architect plays a critical role in the success of our consultancy practice. With heavy involvement in pre-sales and post-sales lifecycles, the Strategic Solution Architect works with prospects, clients, projects teams and partners to ensure proper solution positioning.

The Strategic Solution Architect works to understand business objectives to determine applicable uses of technology and resources to meet expectations and deliver business results. This resource has deep knowledge of a vast array of information technologies, their capabilities and strategic purpose in creating business value.

The Strategic Solution Architect represents Technology Blue as a strategic and tactical leader, and is able to draw upon experience and professional characteristics to perform the following tasks:

- Capture requirements during the pre-sales stage and translate initial technical and business requirements into Technology Blue solutions
- Proactively support project execution by mitigating gaps or risks
- Serve as a senior-level strategic project resource and provide technical direction and mentoring for all project resources
- Manage concurrent pre-sales and post-sales activities
- Maintain an keen awareness of new technologies, solutions and services for strategic incorporation into Technology Blue services
- Provide client governance and best practice development based previous engagements and industry best practices
- Continually work to identify additional license and services sales opportunities with current and past clients
- Develop respected and trusted relationships with clients, partners and Technology Blue employees
- Directly support Account Executives on sales efforts
- Strong leadership skills
- Exemplary written and oral communication skills and experience creating slide decks and sales proposals

*technology***blue**

