



Solution Architect

Position Summary

The **Solution Architect** primary role is positioning, architecting and delivering solutions focused on the following disciplines:

- Enterprise Networks Architecture
- Collaboration Architecture
- Data Centre Architecture
- Security Architecture

This position will *help drive sales*, serve as content knowledge expert, participate in proposal presentation, map business problems to solutions, build customer presentations, and can collaborate with others within the pre-sales team.

Each Solution Architect is responsible for understanding Eclipse's Service and Support models and will develop business-focused solutions for existing and potential Eclipse customers based on industry best practices and products.

The Solution Architects needs to help drive Solution and Services sales, serve as content knowledge expert, and participate in proposal preparation: Statements of Work, Work Orders, RFP/RFI/RFQ responses.

The Solution Architect will need to perform technical presentations, solution demonstrations and competitive positioning for customers.

The Solution Architect is also responsible for mentoring and handing off approved customer solutions to the Professional Services team. The Solution Architect will be the point of contact if the project is changed in any way throughout the project lifecycle. Any changes to the customer solution architecture must be approved by the solution architect team who is accountable for the overall solution architecture.

Essential Duties and Responsibilities

- Meet with customers, listen and collect customer requirements as it pertains to their business problems. Translate those business problems in solutions in the form of a proposal.
- Work with Account Manager to develop customer relationship and solutions and assist in overall sales process.
- Create high-level solution designs/architecture and present to customers.
- Create Customer facing Presentations.
- Create Bill of Materials & configurations for solutions.

- Build Scope of Services and Professional Service Pricing.
- Build proposals in a form of a Statement of Work or Work Order.
- Help in RFP/RFI/RFQ responses focusing on the technical aspect of the proposal.
- Strong working knowledge of Cisco Solutions, telecommunications and internetworking Technologies.
- Experience with developing business cases and ROIs, operations experience and working knowledge managed services solution offerings.
- Articulate Eclipse's value proposition by communicating technical business capabilities and strategies based on the business problems presented by the customer.
- Exemplary communications skills and significant experience with presenting at all customer levels.
- Ability to work independently and, as a direct or virtual team member to successfully achieve pre-sales objectives.
- Knowledge of Cisco third-party solutions sets.
- Engineering or Computer Science Degree.
- 10+ years of related industry experience in pre-sales.
- CCIE certification required and maintained.
- Has preferably previously occupied a variety of technical roles within a project implementation lifecycle as a solution integrator.
- Advanced skills in Microsoft Word, Excel, PowerPoint and Visio.
- Excellent written, verbal communication, and listening skills.
- Excellent work ethic and takes pride in doing good work, but having fun in doing so.