Cloud Solution Architect

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Company: Getronics

Location: Belgium

Category: computer-and-mathematical

Role Purpose:

· Translate customer business requirements into high level technical solutions

· Design and own a solution from a generalist point of view

· Support the teams of the Getronics (GTN) Sales Units – Direct Sales, Strategic Partner Sales and Customer Operations covering Belgium, France and The Netherlands (Fluent in French, English and Dutch – written and spoken is a must)

· Reports into the Manager cloud offerings / Head of Infrastructure Solutions

Key Accountabilities:

· Proactive support of the GTN Sales divisions in design, consulting and presentation of the solution based on the customer technical and commercial requirement

· Understand the customer business objectives and "translate" this in a high level technical solution

· Owns the solution during the design phase and the further life-cycle as the single point of contact

· Support the GTN Sales divisions in the deal negotiation phase until final signature

· Act as the interface to the Design Centre and involves the Technical Design Specialist for the detailed design and the operational approval

· Manage 3rd Party partners and all GTN relevant units (Infrastructure Service Unit) to design a complex and a deliverable solution

· Defines and delivers the pricing strategy for GTN, in the terms of the technical and commercial conditions of the customer

· Responsible to document the final Solution design in a Statement of work with holds the customer signature and all GTN internal approvals

Role Requirements:

· Minimum 5 or more years' experience in a technical sales support position (Pre-Sales Support, Consulting and Systems Integration)

· Fluent in French, English and Dutch (written and spoken)

· Proven track record in successful customer solution design

· Excellent foundations in various ICT areas Azure, AWS, Cloud computing in general, etc.)

· Good understanding of sales principles and account management techniques

· Excellent in transforming of business/customer requirement into technical solutions

· Ability to explain and present complex concepts, ideas and information effectively

· Good understanding of pricing strategies, financial analysis methods and negotiation strategies.

· Excellent in analytic and strategic thinking

· Experience to work in an international team

Qualifications:

· Bachelor's degree or global equivalent in a related field

· Excellent technical and presentation skills

· Very good communication and negotiation skills

· Excellent Inter-personnel skills

· Personal drive, highly self-motivated and self-organized

· Excellent Team Player and ability to work in a international team

· Flexibility and creativity

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