

Cloud Architect

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Company: Mindware

Location: Riyadh

Category: computer-and-mathematical

Job Scope:

The Cloud Architect is accountable for managing the presales and post-sales activities by proactively assessing solution specifications in light of changing customer requirements. S/He recommends solution changes that optimize value for both the customer and the firm and crafts cloud solutions to meet and exceed the requirements of the organization.

Main Duties and Responsibilities:

Ensure a high level of engagement by educating partners and delivering programs to guarantee the correct sales and presales skills and knowledge;

Provide training and boot camp programs for channel partners and ensure certification requirements are maintained;

Maintain and update technical qualifications to provide intensive presales technical consulting to prospective customers and channel partners and design the solution architecture accordingly;

Collaborate with the Sales team in qualifying opportunities, supporting and advising on the technical aspect of the sales lifecycle including technical qualification, solution design, presentation of solution proposals and high-level designs and demonstrations;

Run, manage and drive proof of concepts (POC) and request for proposals (RFP) and close opportunities from a presales and implementation perspective;

Lead technical sales calls;

Configure and document hardware and service solutions of assigned products to meet customers and sales objectives;

Design all job requirements and specifications and manage communications with the Implementation Analysts resolving all issues and developing all programs according to client requirements;

Test processes with the help of test cases, prepare related documents and coordinate with the respective manager to resolve all issues within required timeframe informing management of any delays;

Position Requirements:

Bachelor's degree in Computer Engineering, Computer Science or any other related field

Valid Transferable iqama

Microsoft Certified Azure, Cloud Architect

Deep understanding of IT protocols

Strong technical knowledge of IT solutions (security, infrastructure, networking, software and cloud)

Vendor technical certifications

Proficient in MS Office applications

At least 8 years of relevant experience

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