

Cloud Solution Architect

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Company: Getronics

Location: Luxembourg

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 and English (Dutch is considered as an asset).
- 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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