

Join us as a

Senior Solutions Architect

Job Overview

Job Title:	Senior Solutions Architect
Company:	comforte AG
Job Location:	Negotiable, Europe
Contract type:	Full time permanent employment (40h/week)
Experience:	Several years successful in sales of complex IT solutions, ideally in the area of Information Security
Tags:	Sales, Pre-sales, Solutions Architect, strategy, sales support
Education:	At least a Bachelor's degree in an IT-related field or Economy
Reports To:	Director of Sales Global
Start date:	At earliest convenience

Role

In your role as Senior Solutions Architect, you are supporting the EMEA sales organization in pre-sales activities. You are creating technical liaisons to sales channels and key customers. You are engaging on strategic sales pursuits to help secure sensitive data in the world's leading companies. You are a motivated, self-starting individual who loves new technology stacks, has a deep understanding of modern application ecosystems and thrives on solving complex security and risk problems. You are a trusted advisor to CISO's and security architects, and take them on a journey to embrace modern data-centric-security technology.

Sales Support and Development (40%)

- Validate data security needs and establish prospects' requirements for comforte's product offerings
- Discuss, develop and document prospects requirements as winnable solutions
- Verify prospects' "pain" points and data risk priorities as identified by Sales
- Support the sales team in formulating proposals, especially regarding technical architectures, recommendations, and prepare POC documents
- Act as the designated technical representative in identified key account teams
- Participate in the development of key account strategies
- Visit prospects / customers / partners as agreed

Product Management and Technical Liaison to Key Customers (20%)

- Partner with the product organization on new market requirements and product gaps, and feedback on early prototypes and pre releases

- Help identify potential value-add or strategic technical partners for consideration from time to time from customer experiences
- Provide feedback to the product teams on concepts for the implementation of new products or product features
- Guide and support prospects and customers with product installations, during the product evaluation phase and the go live phase
- Manage, orchestrate and execute Proof-of-Concepts on-site at the customer, showing the feasibility and the value of the respective solution

Technical Liaison to sales channels (20%)

- Establish productive, professional relationships with key personnel in assigned partner accounts
- Coordinate the involvement of company personnel, including support, service, and management resources, in order to meet partner performance objectives and partners' expectations
- Meet assigned targets for profitable sales volume and strategic objectives in assigned partner accounts
- Lead solution development efforts that best address end-user needs, while coordinating the involvement of all necessary company and partner personnel

Marketing Planning and Execution, Intelligence Gathering (20%)

- Prepare and give product and advisory presentations during customer meetings, conferences
- Monitor the marketplace to keep abreast of new trends, technologies, and relevant regulations and report such changes
- Prepare and distribute competitive analyses for internal use
- Review and contribute in editing sales and marketing materials
- Define strategies for identified products and/or product groups together with Global Marketing and Sales
- Support the implementation of marketing strategies

Required technical skills

Excellent and extensive skills and background knowledge in:

- Acquiring new technical knowledge in a fast and independent manner
- Cloud technologies – cloud native, containers, micro service and monolithic applications, Kubernetes and data analytics architectures
- Other technology areas including data encryption, tokenization, application data flows, authentication, authorization and related regulatory compliance
- Modern tools for presentations, video creation, demos and collaboration.

A plus would be:

- A coding or API background to bring systems together quickly for validating customers through demonstrable use cases

Required Domain Knowledge

Excellent and extensive skills and background knowledge in:

- Financial services – especially card payments, consumer banking
- Telecom – Intelligent Network Services, billing
- Business process outsourcing, new ‘cloud based’ businesses/data aggregators and data service providers

Professional Traits and Aptitudes

- Affinity to work with customers and listen actively
- Keen focus on the completion of tasks and on closure
- Ability to map business needs with technical concepts and “architect” the solution to the business needs
- Analytical skills and focus on solving problems with an eye to details
- Team player with a positive general attitude to solve complex issues
- Sharing knowledge readily and effectively
- Affinity to present in front of larger audiences and support user conferences
- Assertiveness without any aggression, striving to create productive relationships
- Willingness to travel within EMEA

Communication

- **English:** Required to be fluent both in oral and written communication
- **German:** Language skills helpful but not a requirement
- Additional Languages are a plus

What comforte can offer

- Unique company culture resulting in low staff turnover
- Interesting work in an international team with clients in the Payments / Telco / Retail / Manufacturing industry around the world
- Flexible working hours and a good work-life balance
- Flat hierarchies
- Comprehensive benefits
- Opportunity to work self-sufficiently, take responsibility and make a difference
- Growth opportunity within the company
- Competitive compensation
- Company profit sharing

More information

comforte is a medium-sized company in private ownership with headquarters in Wiesbaden, Germany. Building on more than 20 years of experience in unlocking more value from systems that never stop,

comforte has evolved into a market leader for data protection and empowering mission-critical systems. With about 100 employees in our locations in Germany, the US, Australia and Singapore, we develop, sell and support our software products to our worldwide client base. We are proud of our company culture and our agility.

For more information, see www.comforte.com.

Contact and Questions

Please send your application in English language to career@comforte.com. Please send any questions you might have to the same address. We are looking forward to receive your application”