Sr Principal Solutions Architect (AI)

Zscaler

Location: Remote - USA   **Department:** Business Development & FED   **Reports to:** VP, Solutions Architecture - BD

Base Pay: $192,500 – $275,000 USD

About Zscaler

Zscaler (NASDAQ: ZS) is a pioneer and global leader in zero trust security. The world's largest businesses, critical infrastructure organizations, and government agencies rely on Zscaler to secure users, branches, applications, data and devices, and to accelerate digital transformation initiatives. The company operates 160+ data centers globally.

Role Overview

This role is remote and based in the US. As a deeply technical, customer-facing leader, you will own the full integration lifecycle for "better-together" solutions with technology partners, hyperscalers, and AI providers.

Responsibilities

- Advise partners on integration strategies, architectures, and application infrastructure across AI, security, and cloud to successfully implement joint solutions
- Provide architectural and best practices guidance to partners designing solutions where Zscaler secures and governs access to AI services
- Engage prospective partners in technical and architectural discussions that showcase differentiated customer outcomes for AI integrations

- Build strong relationships with technical leaders at Zscaler partners to create Zscaler advocates and accelerate technical execution
- Author or co-author high-impact technical content including deployment guides, blogs, and whitepapers to evangelize joint solutions

Minimum Qualifications

- 10 years of experience in technical, customer-facing roles such as Solutions Architect, Systems Engineer, or Technical Marketing Engineer
- Deep understanding of the emerging enterprise AI ecosystem, including public AI services, LLM deployments, and agent frameworks
- Proven experience architecting solutions involving AI services and an understanding of how to secure and govern access to AI platforms
- Exceptional ability to lead technical discussions with business stakeholders and translate business priorities into technical requirements
- Ability to travel globally as required to engage with partners and attend industry conferences

Preferred Qualifications

- Prior experience working with Zscaler Technology Partners and a strong understanding of the Zscaler ecosystem
- Hands-on proficiency with modern APIs, SDKs, and integration workflows used in AI platforms and automation tools
- Experience creating prototypes or reference implementations for secure AI access using Python, Go, or similar scripting languages

Success Profile

- **Thrives in ambiguity** — Comfortable building the path as you walk it; sees ambiguity as raw material to build something meaningful

- **Acts like an owner** — Bias for action with integrity; navigates seamlessly between high-level strategy and hands-on execution
- **Problem-solver** — Runs toward challenges, laser-focused on solutions that deliver the biggest impact
- **High-trust collaborator** — Ambitious for the team; embraces challenge culture with candor, clarity, and respect
- **Learner** — True growth mindset, actively seeking feedback to improve

Benefits

- Various health plans
- Time off plans for vacation and sick time
- Parental leave options
- Retirement options
- Education reimbursement
- In-office perks

Source: https://job-boards.greenhouse.io/zscaler/jobs/4940537007