

Digital Applications Sales Solution Architect

Digital Applications Sales Solutions Architects are the primary pre-sales, customer facing technical resource supporting the Sales Team for small to mid-sized proposals. The successful candidate in this role will demonstrate deep understanding of Digital Transformation, Modern Applications and Cloud Technologies. The successful candidate will also be able to demonstrate a recent track-record of solutioning and delivering winning Digital Applications within the range from \$100K up to \$20M TCV range over the past two years.

Essential Job Functions:

- Demonstrates ability to solution and implement next-generation modern applications capability in one or more of the following areas:
 - Application Migration to Cloud
 - Application Modernization
 - Business Process Orchestration
 - Enterprise Application Integration / Cloud Eco-systems
 - 3 Tier API architectures / API monetization
 - DevOps, Automation, Containerization, Server-less Architectures
 - Application Management across Hybrid environments
 - Modern Application Platforms / Application Networks
- Engages with assigned or targeted customer organizations. Understands customer business and establishes technical and business credibility with clients providing the ability to cultivate relationships and envision creative sales and solution strategies that generate additional revenue. Creates and cultivates key trusted-advisor relationships with IT executives demonstrating an understanding of key business challenges within customer markets and how company technology-enabled business solutions can address those needs.
- Ability to articulate and present the business value and ROI of solutions with a firm understanding of company strategies and products relative to company's major competitors
- As industry and market expert, develops and drives business solutions for targeted/assigned customers. Provides in-depth solutions architecture capability based on specific customer's business needs. Oversees holistic solutions from both business and technical perspective, taking into account all realities and constraints such as costs, contract terms, business conditions and the technical environment of the client.
- Provides leadership and strategic guidance with pursuit teams during the solution development process to ensure alignment with overall company sales and client business strategy. Develops high-level technical operating strategies and solutions, and benefits. Analyzes stakeholders, identifies and recognizes prospect traits and determines how to effectively influence their decision.

- Delivers and sells the technical solution strategy and vision to senior client executives ensuring the solution embodies company win themes and key differentiators while meeting client expectations and requirements thereby providing company the best chance to compete and win.
- Maintains current and applicable knowledge of industry, market and IT (information technology) services best practices and trends as well as alliances to evaluate and ensure company solutions and services are meeting the needs of clients. Leverages partner solutions to continuously find ways to solve customer needs. Provides recommendations to offering organization on new offerings, upgrades/augmentation to enhance corporate competency in meeting the needs of customers.

Basic Qualifications

- Bachelor's degree or equivalent combination of education and experience
- Bachelor's degree in business, computer science, information technology or related field preferred
- Nine or more years of business solutions, technical consulting, or sales solutions experience
- Confidence and experience in mapping out applications modernization solutions for customers
- Solid technical and business acumen in digital transformation services aligned with applications modernization solutions
- Experience working with the technology industry, specifically handling significantly sized accounts
- Experience working with solution/product portfolios and technology partners
- Experience developing winning sales solutions and proposals
- Experience working with technology products, services, competencies, solutions and offerings
- Experience working with business environment, business industry and competitor products and services
- Strong interpersonal and presentation skills for interacting with team members and prospective clients up to the Board level
- Strong skills as trusted advisor and technical subject matter expert for assigned products and solutions
- Strong verbal and written communication skills to persuade others through presentations, demonstration and written communication
- Strong selling and negotiation skills
- Ability to present ideas, goals, problems, outcomes and processes to be understood by a diverse audience
- Ability to publicly represent company with internal and external clients
- Ability to work and lead in a team environment
- Ability to create and maintain formal and informal networks

- Ability to use own judgment and initiative in problem resolution

Other Qualifications

- Position can be located anywhere in the country (United States), but must be able to travel as necessary to perform the role.
- Sales Solutions Architects must be able to articulate technology, offering and partner product positioning to both business and technical users.
- Sales Solutions Architects must be able to establish and maintain strong relationships throughout the sales cycle
- Sales Solutions Architects must be able to actively drive and manage the end-to-end technology solutioning and to support and participate in the end-to-end phases of the sales process, working in conjunction with the sales team as the key technical advisor and advocate for our offerings, services and partner products.
- Sales Solutions Architects must be able to identify all technical issues of assigned accounts to assure complete customer satisfaction through all phases of the end-to end sales process.
- Sales Solutions Architects must be able to oversee and/or personally deliver all aspects of solution development, architecture and management processes from concept ideation through development, launch and maintenance including:
 - Providing leadership and strategic guidance during the solution development process to ensure bridging of the gap between business problem faced by client and benefits available from company solutions and services.
 - Translating customer requirements into operational strategies associated with each solution and offering to ensure client needs are met in a cost-effective and timely manner.
 - Researching existing business environment including trends, best practices and company preferred architectural frameworks and alliances to ensure company services match business trends.
 - Suggesting appropriate upgrades or relevant solutions to enhance company competency in meeting changing business needs.
 - Interfacing and participating in business development discussions across cross-functional teams and internal and external executive managements to ensure consistency in solution development and implementation.
 - Identifying business requirements; evaluates concepts such as market timing, compelling event and problem identification to ensure that delivered solutions meet both short and long-term company and client business performance expectations.
 - Identifying current and future customer service requirements by establishing rapport and a relationship with potential and current customers and other members in a position to understand service requirements.

- Contributing to sales, solutions, and pricing strategies to by identifying short-term and long-range issues that must be addressed; providing information and commentary pertinent to deliberations; recommending options and courses of action; implementing directives.
- Communicating and selling the technical solution strategy and vision to client executives ensuring the solution embodies company win themes and key differentiators while meeting client expectations and requirements thereby providing company the best chance to compete and win.
- Leveraging partner solutions to continuously find ways to solve customer needs

CSC is an Equal Opportunity/Affirmative Action employer. All qualified candidates will receive consideration for employment without regard to disability, protected veteran status, race, color, religious creed, national origin, citizenship, marital status, sex, sexual orientation/gender identity, age (40 or over), or genetic information. CSC's commitment to diversity and inclusive selection practices includes ensuring qualified long-term unemployed job seekers receive equal consideration for employment.