



Junior Solutions Architect Intern

About Us: HyperVerge is a cutting-edge AI company revolutionizing identity verification and fraud prevention for over 100 clients across the US, India, Africa, and the ASEAN region. Our advanced AI technology is trusted by industry giants like Jio, Vodafone, Airbus, SBI, and Bajaj, as well as unicorns such as Grab, Groww, and Cred. To date, we've powered over 750 million AI-based automated ID checks.

Our Impact: Enterprises benefit from unparalleled accuracy, evidenced by our ability to prevent an astounding \$22M in annual fraud for a single large NBFC.

Our Mission: We're on a mission to hit \$100M in revenue in the next four years, and we need a stellar team to get us there. Fields like AI, BFSI, and Crypto are packed with complex ideas that need to be broken down, organized, and presented in a way that clicks with our customers.

Internship Program:

- **How does our internship look like -**

▶ [HyperVerge Work Stories -- Internship @ HyperVerge](#)

- **Holistic Learning:** Interns are welcome in all departments, ensuring a well-rounded experience.
- **Real Responsibilities:** Interns and grads handle important tasks, giving you real responsibilities from day one.
- **Top-Notch Mentors:** With mentors from around the world, you'll dive into hands-on, challenging projects that will supercharge your learning curve.
- **Training Camps:** We run multiple training camps to prep you for the job and your future career.
- **Cross-Functional Learning:** You'll have chances to explore different roles and switch teams.
- **Performance-Based Feedback:** We provide feedback based on your performance, and if everything aligns, you could join our Future Leader Program.



About Job

As a Solutions Architect Intern, you are responsible for ensuring that our customers are deriving the promised business value using our products by delivering optimal solutions. You will be working with customers to understand their business problem, learn about their existing systems and processes, design transformational solutions leveraging HyperVerge technology, drive integrations and deliver the promised business impact.

OUTCOMES EXPECTED

- Develop a deep understanding of HyperVerge Technology and Products
- Handle 3-5 existing key-accounts and 3-5 new accounts

RESPONSIBILITIES

Solution Design and Technology Adoption

- Become an expert on HyperVerge's APIs and how to best deploy them
- Own and drive relationships with external technical audiences of all kinds — from engineer to CTO — to understand business objectives and translate requirements into solutions
- Maintain a deep understanding of the product and speak with customers about the most relevant features/functionality for their specific business needs
- Work hand-in-hand with HyperVerge's Sales team to develop proof of concept applications, present technical demonstrations, and help customers make the most of HyperVerge products

Integration and Delivery

- Provide technical guidance to our users while they are building their HyperVerge integrations
- Be the single technical point of contact for our customers and act as an escalation point to drive resolution in a timely, proactive manner

Voice of the Customer

- Use first-hand customer knowledge to impact product strategy, working with all parts of HyperVerge to ensure its offerings continue to satisfy its largest and most strategic users' needs

Personal Competence Building

- Focus on personal competence building across all stages of customer success. Constantly learn better ways to understand problems, manage situations, build trust and deeper relationship and help clients derive value out of the product
- Sharpen your communication skills to understand the requirements of a client and resolve difference in opinion
- Maintain composure through tough situations faced during the course of the interaction with the client
- Learn to build relationships with the client where they feel comfortable to discuss all problems and issues openly

COMPETENCIES

- Remains Calm through Tough Situations
 - Under critical situations faced by the client, maintain calm and works towards resolving the issues faced
 - Does not let the client make wrong decisions and acts on correcting the decisions as soon as he is aware
- Analytical and Problem Solving Skills
 - High grasping power - Quick to understand and absorb qualitative or quantitative data and draw insightful conclusions from it
 - Strong attention to detail - does not let important details slip through the cracks
- Learning
 - Intellectual curiosity - loves to ask questions and is genuinely interested in learning the client's needs
 - Enthusiastic about learning and trying new approaches, best practices, and ideas
- Great Communicator
 - Excellent communication and presentation skills
 - Can inspire a team to pursue a course of action
 - Is honest in communications and reporting; isn't afraid to voice his/her opinion or deliver bad news