



Solution Architect - Cyber Security

Job Description

The Cyber Security Solution Architect is to design, build and implement enterprise-class security systems for end user environment. As a subject matter specialist, you will identify and communicate current and emerging security threats. Be an integral part of our sales team towards achieving revenue goal by supporting innovative technical programs and working on day-to-day pre-sales activities, working with partners and customers.

Ultimately, create security solutions that balance financial objective and business requirements with concise cyber security information.

Role & Responsibilities

- Work closely with the sales team on proposals and pitches for business
- Attend meetings with business development managers and acting as a technical expert
- Put together business cases for sales teams to support their proposals
- Help sales team to sell more and increase the company revenue by utilizing your technical sales skills to convince prospect to purchase our solution and services
- Query prospects to qualify sales opportunities in conjunction with sales team in order to accurately determine product suitability, size and probability of success
- Conduct presentation with customers with the goal of getting them buy our proposed services and solutions
- Help expand and maximize the sales opportunities
- POC (Proof Of Concept) to match the customer's enterprise requirements
- RFP/RFI/Proposals preparation, solution architecting and design, training, project management, guidance and planning
- Conduct in-depth needs analysis with prospect's technical staff to determine technical requirements and solutions
- Address high-volume of prospect's questions in quality driven, comprehensive manner to ensure satisfaction
- Conduct internal product training to sales and channel team
- Be the "go-to" person with regards all technical support queries and questions



Relevant Experience

- Minimum 3 - 5 years of experience in the capacity as Solution Architect
- Strong preference for experience and exposure with leading providers of cyber security solutions
- Competent product knowledge & presentation skillset
- Good customer relationship management skills
- Ensure end-to-end and success of POC cycle
- Analytical skills to a situation and challenge
- Collaborating skills to work with different department to ensure success of a project
- Strategic thinking and organizing skills in crafting winning sales proposals
- Team player in managing expectations of sales team and prospect