

Solutions Architect

Position Description

Location: US-MI-Lansing
Base Pay: N/A
Employee Type: Full-Time Employee
Industry: Computer Software
Manages Others: No

Req'd Education: 4 Year Degree
Req'd Experience: 5+ years
Req'd Travel: 10-25%
Relocation Covered: No

DESCRIPTION

A dynamic, expanding, innovative software company, based in the heart of Michigan, seeks a Solutions Architect to work in a fast paced high-tech environment. Will work with products with a number of emergent technologies, including: data visualization, location intelligence and mashups. Would join a Microsoft Gold Certified Partner working with global leaders such as Pfizer, Reuters, Proctor & Gamble, Toyota and the U.S. government to deliver award winning solutions to a broad array of scenarios. This is a salaried position and includes a full benefit package, though relocation expenses are not included.

The Solutions Specialist (A.K.A., Sr. Sales Engineer) will be the technical resource for the sales team. This individual must be able to articulate our Solutions using sophisticated visual fusion technology to both business and technical influencers and decision-makers during the pre-sales process. This position includes direct interactions with potential and existing customers to design solutions and ensure that technical and business considerations are appropriately understood and addressed.

Ideal candidates should possess:

- Ability to identify and communicate creative solutions to business and technical problems
- Strong written and oral communication skills, including listening skills
- Enthusiastic approach
- Ability to lead small group sessions (e.g., requirements and design sessions with users or IT staff)
- Attention to detail
- Experience with documentation and problem resolution
- Experience producing high and mid-level project estimates
- Desire to work agilely and collaboratively
- Ability to multi-process
- Eagerness to explore and learn
- Familiarity with the software development life cycle (historical development experience preferred)
- Experience gathering and documenting high-level business, user interface and data requirements to guide agile development
- Working knowledge of web development, relational databases, common technology stacks and architectures including
 - Web services/SOAP/REST/WCF
 - Service Oriented Architecture
 - Data Warehousing/OLAP and ETL processing
- Microsoft .Net framework and SharePoint experience preferred

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