



## Solutions Architect - EMEA

**Location:** Remote – EMEA, preference Netherlands.

As a Solutions Architect you will be responsible for providing pre-sales engineering support for selling Scale Computing solutions to existing and potential customers and partners. System Engineers will utilize excellent technical and relationship building skills in working with vendors, partners and sales to ensure that optimum system solutions are provided to customers. Solutions Architects are an integral part of the regional sales team, and are expected to participate in a technical expert capacity to help foster and advance opportunities in the pipeline.

### Key Responsibilities

Scale Computing is seeking an experienced Solutions Architect to serve the country or region, with a proven ability to see the technical “big picture” and help sales to exceed assigned overlay quotas, close accounts, and build new relationships with potential customers and partners.

- Ability to profile a prospect’s existing infrastructure, extract challenges related to the existing infrastructure, and identify whether or not the Scale solution is a proper fit as a replacement.
- Ability to present and demo the Scale Computing technology as a solution to fit a prospect’s need in response to challenges identified during the profiling exercise.
- Aptitude for building system configurations, articulating value and trade-offs of various infrastructure components, fostering successful pilots and Proofs-of-Concepts.
- Versed in presenting Scale solutions to partners, and engaging to develop strategic technical relationships with partner’s technical staff.
- Accomplish and maintain competitive industry knowledge to position Scale Computing strengths and expose each competitor’s weaknesses.
- Engage completely with the regional field team and actively participate in all aspects of region development
- Interface with other System Engineer team members to collaborate, validate and provide occasional coverage during PTO or double-bookings.
- Maintains high professional standards at all times. Works honestly and diligently in a consultative manner to build trust and strong relationships with customers, partners and team.
- Does more than the minimum work required and strives for personal, team and company success. Is not limited to ‘turf’ and can effectively work across region and department boundaries when asked.

## Qualifications/Experience

- 3+ years experience in a technical role. Pre-sales and/or customer-facing consultant a plus;
- Language(s) – English. French, German or Spanish would be an advantage;
- Ability to collaborate with and motivate groups toward accomplishing a task;
- Enthusiastic, self-starter approach to professional challenges;
- Proven track record of selling and delivering services as part of a solution;
- Ability to see and present the technical “big picture” and offer solutions to optimize;
- Strong customer facing and relationship building skills;
- Must be effective in working both independently and in a team setting;
- Ability to provide technical consulting to all range of customers;
- Ability to uncover and develop a technical solution to solve business challenges;
- Experience with infrastructure, networking, enterprise applications, virtualization, systems management, backup, DR and business continuity solutions strongly preferred;
- BA/BS required in a technical field (EE, CS, CIS, MIS, or a related discipline) or proven similar experience.
- Integrity, strong work ethic, high level of personal commitment;
- Excellent business acumen;
- Self-directed, hands-on style;
- Collaborative team player, innovative, able to think outside the box;
- Ability to travel up to 25%