

**Role Description – Solution Architect**

DATE	Q4 2018
POSITION TITLE	Solution Architect
LOCATION	Dublin with ~25% international travel required.
SALARY	Excellent depending on experience.
COMPANY DESCRIPTION	<p>Our Client is a leading telecoms communications provider based in Dublin. They deliver high-quality, state-of-the-art technological solutions Globally to Mobile Network Operators, Inter Carriers, Aggregators and with a growing relevance to Social Network providers. They are currently going through an exciting transformation process and want energetic, focused individuals to join them through this.</p> <p>We have an opening for a SolutionArchitect in the area of Messaging (<i>including public and private cloud NFV based messaging, whether virtualised or NFVI, and including DevOps / Continuous Delivery and Artificial Intelligence</i>). This role is responsible during the Sales process to collaborate with Sales Team to find win-win outcomes with our Customers for their use of Openmind Messaging propositions. This role is then responsible to conclude a High Level Project Design with our Customers to enable the Project process to achieve Time and Quality to Market together with Customer satisfaction, advocacy and loyalty.</p>
POSITION DESCRIPTION	<p><b>Key responsibilities</b></p> <ul style="list-style-type: none"> <li>• Build strong working relationships with both Service Buyers and Procurement within our Customers. <ul style="list-style-type: none"> <li>○ Extending these relationships to Openmind’s Sales, Product Management, Engineering and Project Teams.</li> <li>○ At both operational, leadership and executive levels.</li> </ul> </li> </ul> <p>Working with Sales Team:-</p> <ul style="list-style-type: none"> <li>▪ Customer facing role during the Sales process to provide Product / Solution and Process support and its cost base. Openmind’s Product Portfolio includes public and private cloud NFV based messaging, whether virtualised or NFVI, and including DevOps / Continuous Delivery and Artificial Intelligence).</li> <li>▪ Responsible within any RFX, or direct sales engagement, to engage directly with customers, and / or partners, to discuss and resolve Requirements. Solve such requirements using existing Product capabilities together with changes and future Product Roadmaps.</li> <li>▪ Produce Sales technical documentation deliverables, specifically including RFX Response documents, required to enable Commercial, Project and other Openmind deliverables and deadlines.</li> <li>▪ Collaboration and close partnership with the Sales Team to win business and maintain Customer Satisfaction and Loyalty.</li> <li>▪ Collaboration within Openmind’s Development and Operations organisations to maintain and improve on Time and Quality to Market.</li> </ul> <p>Working with Project Team:-</p> <ul style="list-style-type: none"> <li>▪ Produce the Project High Level specification documentation deliverables to enable Project execution to Time and Quality to Market and enhancing</li> </ul>

	<p>Customer Satisfaction.</p> <ul style="list-style-type: none"> <li>▪ Engage directly with the Customer to negotiate and define the High Level Design of the Customer Solution being deployed by a Project.</li> <li>▪ Work with the Project Team to handover the High Level Design to the Project Team for their subsequent Detailed and Low Level Design and Implementation activities.</li> <li>▪ Be a point of reference and support to the Project Team during Project implementation.</li> </ul>
<p>NUMBER OF YEARS PREFERRED EXPERIENCE</p>	<ul style="list-style-type: none"> <li>▪ 3<sup>rd</sup> level qualification or equivalent.</li> <li>▪ 5+ years background in roles with a technical discipline in the area of Mobile Telecoms.</li> <li>▪ Good understanding of the fundamentals of business and operational models used in the Mobile Telecoms industry.</li> <li>▪ Preferable to have subject matter expertise in SMS, MMS and RCS; and also SIP, VoIP, LTE, VoLTE. Or other adjacent / transferrable subject matter expertise.</li> <li>▪ Familiarity / expertise with public and private cloud NFV based solutions, whether virtualised or NFVI, and where they include DevOps / Continuous Delivery and Artificial Intelligence.</li> <li>▪ Be flexible, creative and proactive to improve technical skillset.</li> <li>▪ Excellent written and verbal communication and presentation skills.</li> <li>▪ Confident decision maker.</li> <li>▪ Comfortable dealing with all levels within the organisation.</li> <li>▪ Effective time management and multi tasking of multiple current Pre and Post Sales opportunities.</li> <li>▪ Ability to adapt to change.</li> </ul>