

Job Description – Solution Architect

As Solutions Architect, you are a highly passionate and deeply technical HPC and data center computing professional. The Solution Architect is customer-facing and the technical member of the sales team. Develop solutions in support of GRC's presales activities and provide technical leadership and direction to customers and internal staff. The SA works on key customer and partner engagements in order to facilitate the migration of customer data center environments from traditional air-cooled to immersion computing.

Your broad responsibilities include: owning the pre-sales technical engagement and ultimate success around specific implementation projects. You should be as comfortable discussing complex technical details with a room full of engineers as you are briefing an executive audience. In addition, you will engage with Sales and other members of the GRC team to drive large and highly complex sales opportunities to closure.

With GRC, you are operating in a dynamic, technology start-up which is changing the paradigm currently limiting data centers.

Key Responsibilities:

- Work with Enterprise Sales VPs and Inside Sales to identify, qualify and close new sales revenue.
- Design, coordinate and execute pilots, prototypes or proof of concepts, provide validation on specific scenarios
- Develop technical responses to RFI/RFPs
- Recognize and interpret customer needs, and architect comprehensive solutions. Develop trusted advisor status with clients' key technical decision makers/influencers
- Develop and conduct solution presentations in conjunction with ISR and field sales team.
- Drive the quality of the onboarding plan for GRC partners and agents.
- Travel required to perform technical sales, and position GRC solutions vs. competitors
- Compensation includes commission based on sales performance and attainment of team goals
- Document and share technical best practices / insights with GRC Design/Software and Engineering teams and the sales community
- Maintain a current knowledge of industry and competitive trends and be able to compare and contrast the advantages and/or disadvantages of products and services from a technical perspective.

Qualifications and Experience

- 7+ years' experience providing technical sales solutions involving data center computing and infrastructure. HPC or data center management background is preferred.

- Demonstrated knowledge of data center infrastructure and computing environments.
- Bachelor's Degree in Computer Science, or Electrical Engineering
- Minimum 5 years technology sales experience
- Outstanding verbal, written and interpersonal communication skills
- Eager to learn and adapt quickly, comfortable with some ambiguity and a great sense of humor.