

## Job Description

### Solutions Architect – APAC

#### Position Location: China

Come join us at the nexus of data center technology, artificial intelligence, HPC, and edge computing. As Solutions Architect at GRC (Green Revolution Cooling), you will be at the forefront of helping customers adopt and deploy GRC's game changing immersion cooling technology for data centers.

The ideal candidate would be a highly passionate and deeply technical, IT hardware and data center infrastructure professional. The Solution Architect is a customer-facing and the technical member of the sales team responsible for developing solutions in support of GRC's presales activities and providing technical leadership and direction to customers, partners, 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-cooling to liquid immersion cooling.

The broad responsibilities of this role include, owning the pre-sales technical engagement and ultimate success around specific implementation projects. The ideal candidate should be as comfortable discussing complex technical details with a room full of engineers as they are briefing an executive audience. In addition, this role 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 organization which is changing the paradigm currently limiting data centers.

#### Key Responsibilities:

- Work directly with VP of Business Development and regional partners 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 internal and partner sales teams
- Manage GRC partner relationship/s in the region by supporting with the onboarding, technical training, and overall collaboration
- 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 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
- Fluency in English and Mandarin is a must
- Outstanding verbal, written and interpersonal communication skills
- Eager to learn and adapt quickly, comfortable with some ambiguity and a great sense of humor.