



Job Description

Title: Solutions Architect – Digital Asset Mining/Blockchain

Reports to: CRO

Job Type: Salaried, Full Time

Relocation: No

Job Summary

Come join us at the nexus of data center technology, environmental sustainability, digital asset mining, and edge computing. GRC is changing the dynamics of the Data Center industry. For over a decade, GRC is providing patented technology that eliminates the limitations of legacy air-cooling and allows for truly sustainable applications and total implementation flexibility.

As a Solutions Architect, you are a highly passionate and deeply technical data center computing professional. This is a customer-facing role and a technical member of the global sales team.

You will engage with GRC's customers, partners and internal GRC staff in order to facilitate closing deals in the Cryptocurrency arena.

You should be as comfortable discussing complex technical details with a room full of engineers as you are briefing an executive audience. With GRC, you are operating in a dynamic, technology start-up which is changing the paradigm currently limiting today's data centers.

Key Responsibilities:

- Work with the GRC's partners and clients to train, identify, qualify and close new sales revenue.
- Design, coordinate and execute projects, provide validation on specific scenarios in support of long-term partner and client success.
- Develop trusted advisor status with partners' and clients' key technical decision makers/influencers.
- Develop and conduct solution presentations.
- Develop technical responses to RFI/RFPs.
- Compensation includes commission based on sales performance and attainment of goals



- Travel required to perform technical sales, and position GRC solutions vs. competitors

Job Requirements

Required Qualifications and Experience:

- Ability to manage multiple projects and deadlines with attention to detail and follow up with minimal supervision.
- 5+ years' experience providing technical sales solutions involving data center computing and infrastructure. OEM server experience with is preferred.
- Demonstrated knowledge of current cryptocurrency environment, data center computing and thermal management.
- Outstanding verbal, written and interpersonal communication skills
- Effective written and oral communication skills; the ability to interact professionally with diverse groups.
- Team-oriented collaborative working style.
- Highly organized; self-starter.
- Able to adapt to changing project priorities in a fast-paced startup environment; comfortable with some ambiguity and with a great sense of humor.

Log on to <https://www.grcooling.com/careers/> to apply