



Job Description

Title: Solutions Architect – Federal Government

Reports to: CRO

Job Type: Salaried, Full Time

Relocation: No

Job Summary

Come join us at the nexus of data center technology, environmental sustainability, artificial intelligence 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 North American sales team.

You will engage with GRC's Strategic Alliance partners such as Dell Federal, Intel Public Sector and Vertiv Federal, our end customers and internal GRC staff in order to facilitate the migration of customer data center environments from traditional air-cooled to immersion computing.

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 federal/public sector arms of GRC's Strategic Alliance partners to train, identify, qualify and close new sales revenue.
- Design, coordinate and execute pilots, prototypes/proof of concepts, 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 in conjunction with partners' sales teams.



- 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:

- 5+ years' experience providing technical sales solutions involving data center computing and infrastructure. OEM server experience with HPC or data center solutions background is preferred.
- Experience in public sector and classified business development.
- Location in the Washington DC beltway strongly preferred.
- Demonstrated knowledge of 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.
- Ability to manage multiple projects and deadlines with attention to detail and follow up with minimal supervision.
- Highly organized; self-starter.
- Bachelor's Degree in Computer Science, Mechanical or Electrical Engineering
- 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