



## **Job Description**

**Title:** Solutions Architect – APAC  
**Reports to:** VP Business Development - APAC  
**Job Type:** Salaried, Full Time  
**Location:** Remote – Sydney (preferred)

## **Job Summary**

Come join us at the nexus of data center technology, environmental sustainability, artificial intelligence and edge computing. 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 GRC sales team.

Engage with GRC's potential customers, Strategic Alliance partners, their customers, and internal staff to facilitate the migration of customer data center environments from legacy air-cooling to liquid immersion cooling.

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 data centers.

## **Key Responsibilities:**

- Be the key technical resource to internal and partner sales teams.
- Solutioning of data center projects in collaboration with OEM IT and infrastructure partners, System Integrators, vendors, and customer teams.
- Work with Strategic Alliance partners to train key personnel as well as 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.
- Facilitate best practices / insights between GRC Labs and Strategic Partners' product development efforts.



- Develop technical responses to RFI/RFPs.
- Compensation includes commission based on sales performance and attainment of team 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.
- Demonstrated knowledge of data center computing and thermal management.
- Bachelor's Degree in Computer Science, Mechanical, or Electrical Engineering
- 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.
- Able to adapt to changing project priorities in a fast-paced startup environment; comfortable with some ambiguity and with a great sense of humor.

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