

Job Title: Division: Issued to: Date: Location:	Technical Solutions Architect Pre-sales N/A October 2019 UK – Any location considered. Travel 20%
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KEY PURPOSE OF ROLE:

- Act as the technical point of contact for prospective customers as well as existing customers through the sales process.
- Provide pre-sales and solution design to support salespeople, including proposal creation, attending meetings and conference calls, and producing technical documentation according to agreed templates.
- Help develop targeted technical solutions that will generate both unique business value, as well as aid our customers.
- Take part in customer demonstrations on both chosen products and unique Jigsaw24 service offerings (this will be done remotely as well as on site).
- Work with chosen technology partners in order to understand product roadmaps and unique selling opportunities that can be introduced into the Jigsaw24 portfolio.
- Understand current and future industry trends and how Jigsaw24 can help customers be ahead of the curve.
- Represent Jigsaw24 at events in the form of presentations, industry shows, community events and partner shows.
- Be a mentor to other members of the team and offer technical advice in your areas of expertise.
- Provide training to Jigsaw24 technical teams to further upskill them in areas that they may not have known previously in relation to the product portfolio.
- Build and develop proofs of concepts for use by customers, ensuring automation and efficiencies where possible.
- Work closely with other members of the business, including Professional Services, to standardise the delivery of key services and solutions.

SKILLS AND QUALITIES:

- Demonstrable ability and a track record of bringing passion, energy and motivation to a business.
- Strong communication skills, able to gain commitment and buy-in to a common vision and clearly stated goals.
- Organises and clearly prioritises; unafraid to set an agenda or take the lead.
- Someone who is rounded in the technology space.
- A track record of delivering performance, and able to provide examples of platforms that have been delivered successfully.
- 'Hands-on' by nature, comfortable with diving into problems and developing new solutions.
- Possessing the energy, passion, resilience and commitment required to realise goals.
- Being highly capable, with the ability to understand, assimilate and synthesise complex issues and translate them into actionable items.
- Possessing a 'can-do' attitude.

- Demonstrable experience of a technical presales role, involving infrastructure, networking, and end user computing or other core technologies.
- Having experience of explaining technical solutions to a non-technical audience.
- Technologically capable, with experience of successfully building PoC solutions.
- Adept at injecting focus, pace and a delivery mindset into teams around you.
- Accustomed to the demands of a fast-paced environment.
- (Desirable) Experience in customer facing role.
- (Desirable) Technical experience with core technology vendors – Microsoft, Cisco, Apple, Synology.