

## JOB DESCRIPTION

Job Title: **Technical Solution Architect**

Reporting to: **Lead Architect for Hybrid Cloud and Infrastructure Services**

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## ROLE DESCRIPTION

Technical Solutions Architect (TSA) is a specialist pre-sales role, focused on delivering IT excellence to our clients. This role concentrates very much on **data protection technologies** including backup, replication, DR, data governance and ransomware protection.

The TSA will assume overall technical responsibility for the success of the solution designs for our clients and will deliver new, complex, and high-quality solutions to clients in response to varying business requirements. The TSA will utilise in-depth knowledge of leading-edge products, technologies and cloud services in conjunction with industry knowledge and business skills.

The TSA will work in partnership with our clients, advising them on how best to utilise Information Technology and services in order to meet their business objectives and overcome operational challenges whilst undergoing digital transformation. The TSA will assume the role of a key customer contact and will be required to act with the highest degree of professionalism and integrity to build and maintain Q Associates' reputation across our client base.

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## KEY DUTIES AND RESPONSIBILITIES

Typical daily work activities and tasks will include, but not be limited to, the following:

- Meeting with clients to understand their business needs.
- Liaising with staff at all levels of a client organisation.
- Analysing the client's IT system and service requirements and giving objective advice on the design and implementation of IT systems and services.
- Driving customers to the right mixture of on-prem infrastructure and cloud services within a hybrid multi-cloud environment.
- Liaising and partnering with vendors to develop appropriate and innovative solutions.
- Preparing solution and proposal documentation in writing, taking ownership for technical content.
- Technical responsibility for Public Sector Tender responses.
- Presenting solutions to customers as required, either through informal whiteboarding sessions or formal technical presentations and demonstrations.
- Involvement in sales, marketing and business development activities and maintaining contact with client organisations.
- Achieving and maintaining relevant technical competencies including vendor certifications.
- Liaising with Q Associates management team to develop and execute internal strategy.

## DESIRABLE SKILLSET

- Strong communication skills.
- Strong in-depth knowledge and prior experience of Rubrik and Veeam backup technologies.
- Prior experience of data centre technologies (compute, networking, storage, virtualisation, backup).
- Knowledge of Public Cloud IaaS and SaaS data protection solutions would be advantageous.
- Self-sufficient – ability to make decisions and work autonomously.

Send your CV to [work@qassociates.co.uk](mailto:work@qassociates.co.uk) and tell us how you can make a difference to the team.

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