



## **CUSTOMER SOLUTIONS ARCHITECT\_4263**

**Submit resumes to:** [rpatel@brossgroup.com](mailto:rpatel@brossgroup.com)

### **Location**

North Denver Metro

### **Job Description**

Solution Architect's are responsible for creating large, individualized network solutions meeting the requirements of client's strategic customers. Solutions scope will primarily focus on Managed Services such as: DOS Mitigation, WAN Optimization, Managed Firewall, Managed Router, etc. but will also require a broad knowledge of access and transport networks that connect to such services. Solution Architects act as consultive, trusted advisors, balancing the goals of quality, feasibility, cost-effectiveness for the customer with profitability. Assimilate customer requirements, create solutions, assemble costs, and participate in business case analysis. Work and meet with customers and account teams. Provide overall guidance to sales and sales engineering on the most appropriate solution for a given customers requirements based on detailed discussions with sales and the customer. Collaborate with CSG, A&E, and Project Management in solution lifecycle.

### **Essential Functions of Position:**

Interact with Sales and Sales Engineers on specific large deals and develop Trusted Advisor relationship with Customers.

Determine and sometimes develop customer requirements, using traffic modeling, restoration techniques, diversity analysis, growth assumptions, application requirements, etc.

Compare alternative solutions leveraging full suite of Managed Services

Educate the sales teams to improve their ability to successfully win customer opportunities

Serve as point of escalation to properly frame ICB configurations and shepard through the Specials Process

### **Required Knowledge for the Position:**

Ideal candidates will have 5+ years network planning or sales engineering experience for a major national telecom carrier. Experience at multiple network layers are preferred.

Requires knowledge of competitive product offerings and architectures

Ability to interact with strategic customers in a consultive, trusted advisor role.

Ability to balance requirements of customers with risk and opportunity.

Experience with network cost (IC, LRIC etc) and profitability (cash flow, payback period) analysis.

Experience communicating / presenting large scale, detailed network solutions at both the working and executive level.



Willingness to travel approx. once per month to lead / participate in customer planning sessions and solution presentations.

In depth technical understanding of Managed Services technologies and operating environments.

Prefer BSEE or BS in Computer Sciences. CCNP, CCDA or other technical certifications in the areas of security would be ideal.

**Skill/Role Level Years Preference**

Architect Intermediate 5.0 years Required

Network Planning Intermediate 5.0 years Required

*All qualified applicants will receive consideration for employment without regard to race, sex, creed, religion, color, national origin, sexual orientation, veteran status, and mental or physical disabilities. US citizens and Green Card Holders and those authorized to work in the US are encouraged to apply. We are unable to sponsor H1b candidates at this time.*