

## Lead Deal Architect with German

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Company: Fujitsu Technology Solutions Sp. z o.o.

Location: Poland

Category: computer-and-mathematical

## Lead Deal Architect with German

### Technologies we use

#### Operating system

Windows

#### Your responsibilities

Work with Customers to understand their business strategy and develop IT strategies and architecture for significant areas of Their business,

Define major technical projects for customers or Fujitsu, influencing their view of acceptable investment level, determine strategies, architectures, and proposals,

Formulation of business case, value proposition and opportunity qualification,

Identify solution options that are competitive and that offer the best fit against the customer requirements, exploring all solution possibilities (standard and non-standard service offerings) and challenge line of business/service tower status-quo, where necessary

Conduct and facilitate Customer-facing workshops, proposal presentations, and Solution defence,

Preparing and conducting Due Diligence activities

Supporting Transition and Transformation handover to delivery

Actively manage and coach a medium/large solution design team consisting of Lead Domain Architects (multiple towers), SMEs, Bid Management and support functions,

Take ownership of the end-to-end solution throughout the solution design lifecycle including its shaping, construction and reviews ensuring that all solutions have undergone peer review from management or delegate, consolidating the Solution Inputs from the Tower Leads, SMEs and Domain Architects

Define the approach to a complex solution development including identification of solution theme, win strategy, strategic level risks and remedies,

Create a High-Level solution blueprint for the opportunity, identifying the key solution elements, operating model, and delivery approach,

Combine knowledge of Fujitsu service offerings, skills and experience, market expertise and trends

Ensure that the overall solution (operating model/transition plan/solution design) is competitive and meets the customers business requirements.

Responsible for owning the Customer Response Documentation and Internal Solution Collateral

Contribute to the proposal deliverables and authoring activities, taking ownership of the solution overview and any assigned response sections and provide guidance, support and coaching to authors and other contributors,

Advisory role to Financial Engineering for Solution Costing and Pricing, contribute to the commercial and financial approval process,

Participate in bid assurance, bid reviews, and defend the solution. Ensure all solution elements fully comply with the Company's governance and approval process,

Provide presales support and consultancy around current cost of delivery, potential solution models and approaches, benefits analysis and input into provocations and early engagements,

Shares knowledge with colleagues and makes useful additions to Fujitsu's presales knowledge repositories.

Represents Fujitsu at customer forums, conferences, and professional bodies to build Fujitsu's reputation in the marketplace

## **Our requirements**

Experience of working on at least 4 - 6 large and complex IT Services deals with more than 50M USD TCV

Experience in IT managed services organization as a Manager, responsible for Presales, Solution Architecture (Data Centre, Databases, Storage, IT infrastructure, Virtualization, Public Cloud (Azure, AWS, GCP, OCI), Workplace, Enterprise Cybersecurity)

Management experience in multicultural environment, ability to work with multiple CxO Level Stakeholders in Customer and internal environment,

Negotiation skills, competitive and value creating posture, business value articulation skills (presentation techniques, storyboarding, storytelling)

Experience in key/strategic transition and transformation programs,

Experience and knowledge of the bid lifecycle processes, solution design and costing approaches, and well-established architectural development methodologies (e.g., TOGAF, Design Thinking, Agile),

Ability author technical service documentation and persuasive, targeted, concise proposal documents,

Ability to influence senior stakeholders both internally and externally,

Problem solving skills: able to think conceptually and tackle complex problems by redefining the situation into well-defined requirements and potential solutions,

Critical thinking & analytical mindset.

Fluent in English (C1/C2),

Fluent in German (C1/C2) – must have, other languages a plus,

Good business and data analysis skills,

Proficient in MS Office.

## **Benefits**

sharing the costs of sports activities

private medical care

sharing the costs of foreign language classes

sharing the costs of professional training & courses

life insurance

remote work opportunities

extra social benefits

sharing the costs of tickets to the movies, theater

holiday funds

christmas gifts

employee referral program

one shorter working day

extra leave

## **Fujitsu Technology Solutions Sp. z o.o.**

Fujitsu offices in Poland are located in Warsaw, Łódź and Katowice. In Warsaw we perform sales and client support services. The Global Delivery Center Poland, located in Łódź and Katowice, employs specialists within business areas: Service Desk, Service Management, DX Services, Application & Multi-Cloud Services, Workforce & Workplace Services, Enterprise Cyber Security Services, Business Process Services oraz Program & Project Services.

In Łódź, Fujitsu also employs professionals for Fujitsu Business Services, in the following

areas: Finance (P2P, O2C, General Ledger, Project and Contract Accounting, Treasury, Master Data, Bid Finance Team and Product Pricing Office), Supply Chain (Order Management & Procurement), Internal Audit, Assurance as well as HR Service Delivery. At Fujitsu we firmly believe that technology enables people's happiness and wellbeing. As it plays a more important role than ever before, we must put people at the center of everything that we do. We believe a human-centric approach is the only way to deliver on the promise of the digital.

Information clause Please be advised that the controller of your personal data, collected in connection with the recruitment process in which you participate, is the company under the name Fujitsu Technology Solutions Sp. z o. o. seated in Warsaw (02-255) Krakowiaków 36 Street, e-mail: GDPR.Poland@ts.fujitsu.com (hereinafter: „Data Controller”). Your personal data will be processed by the Data Controller for the purpose:

- Conducting recruitment processes pursuant to art. 6 clause 1 b GDPR, i.e. the need to take action at your request, before concluding the employment contract. Processing for this purpose will take place until the end of recruitment for this position.
- Carrying out recruitment processes in the future for positions other than those for which you are currently recruiting, if you express your voluntary consent, which will be a prerequisite for processing resulting from art. 6 clause 1 a GDPR. Processing for this purpose will take place for the time during which the Data Controller will have positions for which, due to your education and experience, your candidacy may be taken into account in the event of recruitment, however, no longer than until you withdraw your consent.
- Pursuing claims and defense against claims arising from recruitment processes in which you will participate - based on the premise of art. 6 clause 1 f GDPR, i.e. the justified interest of the data controller described above. Processing for this purpose will take place until the expiry of the limitation period for claims, and in the event of the initiation of proceedings from such a claim - until the final termination of the proceedings.

Personal data will be transferred by the Data Controller to public entities, if the obligation to provide it results from the generally applicable provisions of law. Please also note that you have the right to request from the Data Controller:

- access to personal data,
- rectification of personal data,
- delete personal data,
- restrictions on the processing of personal data,
- the right to object to the processing of personal data,
- the right to transfer personal data,
- the right to withdraw consent – in the case of processing your data based on the premise of consent,
- the right to lodge a complaint to the President of the Office for Personal Data Protection in connection with a breach of personal data protection.

The rights

listed in points 1-7 above can be realized by sending an email to:

GDPR.Poland@ts.fujitsu.com Providing personal data by you is voluntary, but necessary to participate in the recruitment process.

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