

## Solution Architect

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Company: Arrow Electronics

Location: Poland

Category: computer-and-mathematical

**\*Position:** Solution Architect **\*Job Description:** As a part of the Arrow Managed Services team, the Managed Services Solution Architect will lead the build of value-centric solutions to drive revenue growth and market share for Arrow ECS in the EMEA region. Demonstrating an innovative and results-oriented approach, you will support the establishment of Arrow as a Managed Services Leader by architecting innovative Managed Service solutions that conceive and sustain high levels of business value for our channel partners and their end-customers. **\*What You Will Be Doing at Arrow? \*\*** Centralize market feedbacks and collaborate with the regional and country leaders for establishing and prioritizing manage service development initiatives\* For the shortlisted initiatives, define the design of the to be manage services and establish the key requirements, technical set-up and estimate associated level of efforts and costs\* Define and deploy the technical and functional enhancement roadmap of Arrow ECS managed service platform (Arrow Xpand)\* Define services KPI and monitor performance of the Manage Service platform and third-party delivery partners for ensuring SLA are met\* Work with development resources to define the right delivery approach including processes, platform requirements and partners\* Lead technical discussions during key customer workshops, and act as a technical expert for supporting the conversion of managed service opportunities into tangible projects and sales wins\* Provide technical input for educating our sales workforce on how to position the Manage Service and build customer value and drive revenue growth. \* Provide input to and collaborate with the Service Solution Manager for establishing the value proposition and service pricing **\*What Are We Looking For? \*\*** 12+ years' experience in leading,

implementing, and deploying innovative manage service initiative\* Established track records of collaborating with clients for driving Manage Service business value and closing deals from a solution architecture standpoint\* Service design, integration, implementation, and lifecycle management including development of performance metrics\* Experience of working within a matrix organization \*Location:\* ES-Alcobendas, Spain (Avenida de Europa) \*Time Type:\* Full time \*Job Category:\* Engineering Services

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