

Inside Solutions Architect - Field Services

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Company: Zones

Location: Islamabad

Category: computer-and-mathematical

Description

Position at Zones LLC. Company Overview:

When it comes to IT solution providers, there are a lot of choices. But when it comes to providers with innovative and differentiating end-to-end service offerings, there's really only one: Zones – First Choice for IT.TM

Zones is a Global Solution Provider of end-to-end IT solutions with an unmatched supply chain. Positioned to be the IT partner you need, Zones, a Minority Business Enterprise (MBE) in business for over 35 years, specializes in Digital Workplace, Cloud & Data Center, Networking, Security, and Managed/Professional/Staffing services. Operating in more than 120 countries, leveraging a robust portfolio, and utilizing the highest certification levels from key partners, including Microsoft, Apple, Cisco, Lenovo, Adobe, and more, Zones has mastered the science of building digital infrastructures that change the way business does business ensuring whatever they need, they can Consider IT Done. Follow Zones, LLC on Twitter @Zones, and LinkedIn and Facebook.

Position Overview:

The Inside Solutions Architect–Field Services is a presales resource that leads the consultative discovery of the client's business goals, objectives, and challenges, and then translates them into effective technology solutions in form of proposals and/or Statements of Work.

The primary objective of the ISA is to help increase the growth of Zones field services business. To drive growth, the ISA will work with onshore architects on technical discovery,

assessments, business discussions; engagement/solution development and follow-up through opportunity closure. They will also engage with clients and partners as required.

What you'll do as the Inside Solutions Architect – Field Services:

The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Leading end to end solutioning activities for qualified opportunities.
- Work closely with onshore architects and clients to finalize technical requirements.
- Works with internal departments ., Sales, Delivery, Legal etc. to ensure all processes related to smooth and successful execution of services are streamlined and optimized.
- Demonstrate strong business acumen and deep understanding of client's IT related business goals and challenges to ensure proper translation of the client's needs into technology solutions.
- Build in-depth knowledge of clients' technical and business priorities, challenges and initiatives that can be translated into solutions opportunities.
- Prepare statements of work (SOW's), solution proposals, solution presentations and services pricing estimates
- Proficient presentation and communication skills with ability to engage in client interactions.
- Responsible for developing and proposing technology solutions that meet customers' needs.
- Ensure that proposed solutions (when implemented) meet the needs and functional requirements of the customer.
- Keep pipeline, forecast, time and billing, project and activity reporting current based with defined tools and meeting submittal deadlines.
- Develop a deep understanding of Zones' services catalog and standard solution offerings.

What you will bring to the team:

Education

- BA/BS in Engineering, Computer Science, Management Information Systems, or related field or equivalent experience

Required Experience

- Minimum experience of 10+ in field services, preferably in delivery and solutioning – effort estimation, costing and pricing.
- Should be able to manage end to end solutioning activities independently, and lead

stakeholder alignment for assigned opportunities.

- Strong leadership and communication skills
- Proficient in MS office tools – Word, Excel, PowerPoint.

Zones offers a comprehensive Benefits package

At Zones, we are committed to fostering an inclusive and diverse workplace. We provide comprehensive benefits to support our employees, including health insurance coverage for parents, spouse, and children, life insurance, pension fund scheme, EOBI, and on the house free quality food, gym, and much more. We embrace equal employment opportunity, free from discrimination based on various characteristics, and offer an exciting career immersed in an inventive, collaborative culture.

If you are enthusiastic about working on the cutting edge of IT innovation, sales, engineering, and operations, Zones is the perfect opportunity for you.

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