Solution Architect

Apply Now

Company: Arrow Electronics

Location: Spain

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

Apply Now

Cross References and Citations:

1. **Solution Architect RomaniajobsJobs Spain   Romaniajobs**↗

2. **Solution Architect TransportationjobsJobs Spain   Transportationjobs**↗

3. **Solution Architect Chilejobs Jobs Spain   Chilejobs** ↗

4. **Solution Architect HongkongjobsJobs Spain   Hongkongjobs**↗

5. **Solution Architect Chemistryjobs Jobs Spain   Chemistryjobs**↗

6. **Solution Architect BuenosairesjobsJobs Spain   Buenosairesjobs**↗

7. **Solution Architect Nursejobsnearme Jobs Spain   Nursejobsnearme** ↗

8. **Solution Architect Govcareer Jobs Spain   Govcareer**↗

9. **Solution Architect TheflexiblejobsJobs Spain   Theflexiblejobs**↗

10. **Solution ArchitectUniversityjobsnearme Jobs Spain   Universityjobsnearme** ↗

11. **Solution ArchitectHospitalityjobsJobs Spain   Hospitalityjobs**↗

12. **Solution ArchitectBeijingjobs Jobs Spain   Beijingjobs** ↗

13. **Solution ArchitectJournalistjobs Jobs Spain   Journalistjobs** ↗

14. **Solution ArchitectTrademethejobs Jobs Spain   Trademethejobs** ↗

15. **Solution ArchitectBiologyjobs Jobs Spain   Biologyjobs** ↗

16. **Solution ArchitectSupplychainjobs Jobs Spain   Supplychainjobs**↗

17. **Solution ArchitectNeurologistjobs Jobs Spain   Neurologistjobs** ↗

18. **Solution ArchitectRetailjobsnearmeJobs Spain   Retailjobsnearme**↗

19. **Solution architect Jobs Spain** ↗

20. **AMP Version of Solution architect** ↗

21. **Solution architect Spain Jobs** ↗

22. **Solution architect Jobs Spain** ↗

23. **Solution architect Job Search** ↗

24. **Solution architect Search** ↗

25. **Solution architect Find Jobs** ↗