

## Senior Solutions Architect

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Company: NCC Group

Location: United Kingdom

Category: computer-and-mathematical

## Senior Solutions Architect

### GMS

Are you passionate about making solutions for clients better? Do you have significant security monitoring knowledge? Are you part of the technical sales team in a managed service provider, and always wished your services were better? are you working at a security vendor in presales, want to stop drinking the kool-aid and providing the same solutions again and again? Are you a security expert who communicates and understands the business value of what you do?

Do you have a background in CPNI, CNI, or other world class cyber security?

At NCC Group our team is staffed by highly skilled individuals who've ticked all these boxes, and build high end, highly targeted cyber security solutions to defend some of the highest risk and highly regulated clients globally.

We work directly with clients and via blue chip channel partners, designing, scoping, demoing and technically selling our solution as part of the overall sales process. We're passionate evangelists, often sought out by clients for security opinions, or presenting at seminars and events on a diverse range of topics.

Most of all, we love what we do, and we do it right.

### Responsibilities

Delivering security technology consulting services to customers, including requirements capture, solution architectures, technology integration and pre-sales technical lead.

Understand the technical product portfolio to assist in the design and development of

technical solutions

Undertake technical pre-sales engagements with customers, including but not limited to: Presenting, Demonstrating, evangelising NCC Group's Extended Detection and response, SOC and other advanced threat solutions to potential clients and prospects. Generation of customer proposals. Communication of Technical Risk to key NCC Group stakeholders. Become the "techie friend" of the client, providing go to advice and support for security solutions. Communicating at all levels with clients from deep technical through to board in a clear, understandable and approachable way. Supporting Sales and Accounts team to nurture and progress client new business wins and existing business retention in proposals and RFPs/Tenders. Elicit customer requirements, define their business requirements, and deliver high quality input into bids and proposals. Take the responsibility of the business requirement stakeholder, clarifying these when required by engineering/product management. Evangelise services, products, and technologies, and develop networking relationships with customers and industry contacts. Capture and provide customer/business requirements and feedback on existing products. Providing input to/influence new technical developments/approaches within our markets. Provide a point of expertise on customers technologies and standards, both internally and with customers/prospects.

### **About NCC Group**

We are passionate about helping our customers to protect their brand, value and reputation against the ever-evolving threat landscape. We fuel that passion with investment – in our people, our business and we want to invite talented people to join us in our vision to be the leading cyber security advisor.

The NCC Group family has 2,500 members located around the world providing a trusted advisory service to 15,000 customers. Our heart is in our space.

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