

United Kingdom Jobs Expertini®

Solutions Architect -EMEA

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Company: TetraScience

Location: United Kingdom

Category: computer-and-mathematical

TetraScience is the Scientific Data and AI Cloud company with a mission to radically improve and extend human life. TetraScience combines the world's only open, purpose-built, and collaborative scientific data and AI cloud with deep scientific expertise across the value chain to accelerate and improve scientific outcomes. TetraScience is catalyzing the Scientific AI revolution by designing and industrializing AI-native scientific data sets, which it brings to life in a growing suite of next generation lab data management products, scientific use cases, and AI-based outcomes.

Our core values are designed to guide our behaviors, actions, and decisions such that we operate as one. We are looking to add individuals to our team that demonstrate the following values:

Transparency and Context- We trust our people will make the right decisions and overcome any challenges when given data and context.

Trust and Collaboration- We believe there can only be trust when there is transparency. We are committed to always communicating openly and honestly.

Fearlessness and Resilience- We proactively run toward challenges of all types. We embrace uncertainty and we take calculated risks.

Alignment with Customers- We are completely committed to ensuring our customers and partners achieve their missions and treat them with respect and humility.

Commitment to Craft- We are passionate missionaries. We sweat the details, as the

small things enable the big things.

Equality of Opportunity- We seek out the best of the best regardless of gender, ethnicity, race, or age. We seek out those who embody our common values but bring unique and invaluable perspectives, talents and advantages.

What You Will Do

You will work closely with our scientific end-users to design, architect, and deliver highly impactful solutions to pharmaceutical and biotech customers. You will work to understand scientists' and R&D IT analysts' needs, analyze their data environment, assist in the design and implementation of our solutions, and aid in integration with clients' data systems.

This is a technical SA presales role, interfacing between internal and external stakeholders including; sales teams, technical teams, customers and potential clients. Your expertise not only covers the technical aspects of data integration, storage, access and architectures but also includes the skills to convey complex technical concepts in a way that aligns with business needs and potential solutions.

Collaboration:

Work with lab scientists and lab managers (or R&D IT with lab data responsibilities) to understand and define the workflow needed to solve their problems. Translate this knowledge into solutions using the Tetra Data Platform.

Work with the Product and Engineering teams to create product plans - both one-off and platform-based.

Partner with Customer Success - helping the customer implement our platform through process change management, while collecting feedback for TetraScience about what's working and potential improvements.

Synthesizing customer feedback into a cohesive vision for how labs can work better through seamless data flow

Proficient at advocating for the customer's perspective and actively collaborating with product management to prioritize feature development

Business Acumen:

Solution Mapping: Map business requirements to technical solutions.

ROI Calculation: Determine potential return on investment for proposed solutions.

Industry Knowledge: Understand industry-specific challenges and trends to tailor solutions accordingly in the Biopharma and Pharma vertical.

Soft Skills:

Communication: Translate complex technical topics into easily digestible content for non-technical stakeholders.

Presentation Skills: Deliver compelling presentations to both small and large audiences.

Relationship Building: Cultivate relationships with clients, sales teams, and technical teams.

Problem-solving: Handle objections and come up with solutions quickly.

Negotiation Skills: Collaborate with clients and sales teams to reach beneficial agreements.

Sales Support:

Product Knowledge: Develop a deep understanding of the company's product or service offerings.

Demo Development: Design and showcase tailored demonstrations to prospects.

Skilled in crafting responses to Requests to Information (RFIs), Requests for Proposals (RFPs), and adept at preparing Statements of Work (SOWs).

Project Management:

Timeline Management: Ensure projects are kept on track and within scope.

Stakeholder Management: Coordinate with various stakeholders to ensure the smooth flow of presales activities.

Requirements

Scientific background and/or 3+ years professional experience in Life Sciences R&D IT / Informatics. Previous experience as a practicing bench or data scientist highly valued.

Deep understanding of Life Sciences lab information systems such as ELN, CDS, MS, NGS software, LIMS, Registration, LES, analytics, visualization suites.

Deep understanding of drug discovery, development, and manufacturing processes. Experience in large molecule or new modalities is a plus.

Proficient in enterprise sales within the pharmaceutical sector.

Skilled

Intellectually curious: Unwavering drive to learn and know more every day.

Ability to deal with ambiguity and thrive in a constantly changing and evolving work environment.

Experience with AWS application stack preferred.

Benefits

Competitive Salary and equity in a fast-growing company.

Supportive, team-oriented culture of continuous improvement.

Generous paid time off (PTO).

Flexible working arrangements - Remote work.

We are unable to provide sponsorship for the role.

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