Solutions Architect

Apply Now

Company: DataCamp

Location: United Kingdom

Category: computer-and-mathematical

Who We Are:

At DataCamp, we're not just a platform; we're the catalyst for a data-fluent world. We enable individuals and businesses to leap forward in data science, providing them with top-tier education, certification, and collaboration tools.

By the Numbers:

400+ dynamic courses

270+ renowned instructors from 35 Countries

90+ hands-on projects

12 million+ global learners

We're proud to be backed by Spectrum Equity, Accomplice, and Arthur Ventures, aiming to hit $100M ARR in the upcoming years. While our roots are in New York City, our presence spans London to Leuven, with a vibrant team of 200+ members working both on-site and remotely.

About the Role

As a Solutions Architect, you are responsible for helping our customers design, implement, and measure the ROI of their data and AI learning pathways.. You'll do this through gaining a deep understanding of their organizational skill goals and then mapping DataCamp's curriculum against those goals to drive towards desired outcomes. Through leveraging our Enterprise platform functionalities, you will help design the ideal curriculum and learning

experience for our customers and their learners.

Working with customers your role will be to partner with Customer Success Managers, helping customers achieve these goals by interviewing stakeholders, understanding skill gaps, and providing content recommendations to design success from the start. You will be working with some of our most high-value customers and should be comfortable presenting to both technical and non-technical audiences.

Working with prospects you will contribute to the growth of the business by partnering with Account Executives and mapping prospect personas to appropriate learning pathways, demonstrating DataCamp's ability to cater to a wide variety of skill sets, departments, and experience levels.

You're the Type of Person who:

Has a natural curiosity in, and detailed understanding of, the AI and data science space

Serves as a confident subject matter expert as it relates to DataCamp's curriculum and our unique value proposition

Is comfortable in a client facing role, working to truly understand the root of their needs and goals

Understands how data moves through an organization, and the necessary skill sets to ensure it can be as valuable as possible for the customer

Is detailed-oriented, process-driven, and loves delivering presentations with a high degree of substance

Our Ideal Candidate has:

An understanding of DataCamp's platform, curriculum, and value proposition

4+ years of experience in the data industry, particularly as a practitioner

1+ years of experience in a client facing or consulting role

Strong communication skills and enjoys presenting to both technical and non-technical audiences

An understanding of emerging trends in data science, AI, business, and technology

The ability to undertake their own data analysis using SQL or Python

Bachelor's degree or higher

Some of your key metrics will be:

Total B2B ARR growth

Net Revenue Retention

Customer satisfaction

What's in it for you:

In addition to joining a creative and international start-up, as a permanent employee you'll

enjoy:

A very competitive salary

An exciting job that will offer you technical challenges every day

Flexible working hours

International company retreats

Conference and hardware budget

Working with a great team (everyone says this, but we're serious—we're pretty great)

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