

Solutions Architect

[Apply Now](#)

Company: OASIS Group

Location: United Kingdom

Category: computer-and-mathematical

The Role

OASIS are seeking to further enhance our client and business development function to support the execution of our growth ambitions and objectives. To build on our existing team of professionals we are looking to secure the services of a talented and high performing Solutions Architect to help secure and accelerate that growth. Developing an understanding of OASIS business, working with the client and sales teams leads, you will use your domain, operational, technical and commercial deal shaping expertise to develop winning, differentiated value propositions that create value for our clients and OASIS Group.

Key Responsibilities

Solutions Design:

- Architects an appropriate business solution, including both operations and the technical components, to meet the client's requirements and achieve strategic goals.
- Build creative but deliverable solutions that are closely aligned with the client's objectives and culture, supported by clear sales messages.
- Optimizes a solution's fit to the requirements of an opportunity plus the broader client's business and IT strategies.
- Adopts an iterative approach to solution design continuously aligning with client buyer values.
- Establishes the validity of a solution and its components with both short- and long-term implications.
- Identifies the growth path, scalability options, implications for client strategy and/or related LOB implications of a solution, includes these in design activities and account planning.
- Optimizes a solution to maximize OASIS Group's competitive advantages.
- Leads solution governance in line with company processes and metrics.
- Contributes to thought leadership to support growth propositions and increase market awareness.
- Supports the Sales

and Business Development teams in the pre-qualification process (e.g. assistance with responding to RFIs, BPO RFP's and the development of the value proposition etc).

- Provides a clear handover to the migrations and operations teams of the final (successful solution).

Client Relationship:

- Works closely with sales leaders to build a credible relationship with the client through working collaboratively with them to understand their business issues, needs and ambitions.
- Interprets and tailors propositions to the clients' objectives and buyer values and their wider

- organisation performance.
- Clearly presents to the client so as they understand the solution and OASIS Group's competitive differentiation.

Business Development & Account Team Collaboration:

- Actively participates with the business development and account teams in account and opportunity planning.
- Provides solution advice, drives proactive proposals and presentations during pursuit.
- Transfers knowledge of available capabilities to the business development and account management team.
- Understands the roles and effectively directs other teams and resources within and the group and its partners.
- Applies business and technical skills to identify overlooked opportunities within the account.
- Facilitates smooth transition from sales to implementation by orienting the appropriate teams to the solution design.

Opportunity Analysis:

- Works with client and sales team and external SME's and partners to develop an accurate understanding of business needs.

- Identifies business value creation implications.
- Identifies customer-wide business and opportunity parameters and constraints that impact the solution.

- Supports identification of probable competition and evaluates OASIS' relative strengths and challenges.

Other Responsibilities:

- Supports the development of a robust transition and transformation plan to support the solution in a way that minimises operational and commercial risk to both the client and to target.
- Ensures that the sales goals and value proposition is reflected in the implementation plan.
- Provide inputs into the commercial team to develop the pricing for the proposal and assist in the positioning of the commercial response to meet the client needs.
- Manages the technical inputs into the solution, and the associated process improvement impacts.

Candidate Requirements

- Project and delivery management experience.
- Strong understanding of industry leading technology solutions.
- Strong understanding and alignment to sales process from origination through capture.
- Project Management certification (desired).
- Excellent client

relationship skills.

- Appreciation of the varying business.
- Able to work on multiple tasks.
- Self-motivated.
- Excellent English language skills (written and spoken).
- Experience in operational delivery environment.

The Company is required by law (Immigration Act 2016) to have proof of right to work in the UK, prior to commencement of employment.

The Company is required to conduct a background screening check as set out by the British Standards Institution BS7858 prior to commencement of employment.

OASIS is an equal opportunities employer.

The Company confirm that our legitimate interests comply with GDPR and data protection.

Agencies: When we require external assistance with our vacancies, we will reach out to our PSL supply chain. Please be aware that we operate a very strict PSL policy with close relationships with our suppliers and cannot respond to agencies outside of the PSL. Please do not contact individual hiring managers.

[Apply Now](#)

Cross References and Citations:

- [Solutions Architect Artjobsnearest Jobs United Kingdom Artjobsnearest](#)
- [Solutions Architect Constructionjobs Jobs United Kingdom Constructionjobs](#)
- [Solutions Architect Workfromhomejobs Jobs United Kingdom Workfromhomejobs](#)
- [Solutions Architect Italyjobs Jobs United Kingdom Italyjobs](#)
- [Solutions Architect Searchaustralianjobs Jobs United Kingdom Searchaustralianjobs](#)
- [Solutions Architect Scrumjobs Jobs United Kingdom Scrumjobs](#)
- [Solutions Architect Searchamericanjobs Jobs United Kingdom Searchamericanjobs](#)
- [Solutions Architect Philadelphiajobs Jobs United Kingdom Philadelphiajobs](#)
- [Solutions Architect Flightattendantjobs Jobs United Kingdom Flightattendantjobs](#)
- [Solutions Architect Onlinecommunitycareerhub Jobs United Kingdom Onlinecommunitycareerhub](#)

11. Solutions Architect Searchukjobs Jobs United KingdomSearchukjobs ↗
12. Solutions Architect Europejoblistings Jobs United KingdomEuropejoblistings ↗
13. Solutions Architect Personaltrainerjobs Jobs United KingdomPersonaltrainerjobs ↗
14. Solutions Architect OslojobsJobs United KingdomOslojobs↗
15. Solutions Architect Munichjobs Jobs United KingdomMunichjobs ↗
16. Solutions Architect UnitedstatesjobsJobs United KingdomUnitedstatesjobs↗
17. Solutions Architect CustomerservicejobsJobs United Kingdom Customerservicejobs↗
18. Solutions Architect Interiordesignjobs Jobs United KingdomInteriordesignjobs ↗
19. Solutions architect Jobs United kingdom ↗
20. AMP Version of Solutions architect ↗
21. Solutions architect United kingdom Jobs ↗
22. Solutions architect Jobs United kingdom ↗
23. Solutions architect Job Search ↗
24. Solutions architect Search ↗
25. Solutions architect Find Jobs ↗

Source<https://uk.expertini.com/jobs/job/solutions-architect-united-kingdom-oasis-group-1e5f044471/>

Generated on: 2024-05-03 by Expertini.Com