Solutions Architect – Commercial

Award winning ThunderCat Technology is a Service-Disabled Veteran-Owned Small Business (SDVOSB) that delivers technology solutions and services to government organizations, educational institutions, and commercial companies. Specifically, ThunderCat is a systems integrator that brings an innovative approach to solving customer problems in and around the datacenter by providing strategies for Data Storage, Networking, Cyber Security, and Cloud Transformations. A proven leader, ThunderCat Technology provides and optimizes technologies from best of breed manufacturers. Clients include DOD, HHS, DHS, VA, Treasury, FBI, State of Virginia, Hawaii Health Systems, and Avery Dennison. http://www.thundercattech.com

The Solutions Architect is the primary technical resource for the field sales team. You are responsible for actively managing the technology evaluation stage of the sales process as the key technical advisor and product advocate for our various solutions. You must be able to articulate technology and product positioning to technical users with a focus on serving our client's needs and supporting their mission. You must be able to identify all technical issues to ensure complete customer satisfaction through all stages of the process. Develop close, positive and productive working relationships with key partner and customer stakeholders.

Primary Responsibilities:

- Identify current and future customer needs by establishing an understanding of challenges and mission requirements.
- Provide product, service, or equipment technical and engineering information by answering questions and requests.
- Be an example for all in terms of ethics and compliance. Conduct yourself in a manner that is consistent with the Company's Code of Business Ethics and Conduct.
- Research, design and develop repeatable solutions for Customer's IT needs including complex multi-vendor solutions.
- Document and brief other engineers on current projects and create work package for handoff.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Maintain multiple advanced technical certifications as required.
- Responsible for development and delivery of product demonstrations.
- Able to respond to functional and technical elements of RFIs/RFPs.
- Develop quick and thorough responses to customers request for products, system configuration recommendations, and solutions for technical problems.
- Lead team of engineers, consultants, and architects as a technical lead on assigned projects.
- Customer installation, implementation, and training.
- Participate in a success-oriented, ethical, and accountable environment within the company.

Skills:

- Team player with ability to mentor others.
- Strong aptitude for learning new technologies and understanding how to utilize them in a customer facing environment.
- Ability to follow standard engineering principles and practices.
- Knowledge of FAR and other laws and regulations for government contractors
- Excellent communication skills both oral and written

Experience:

- 5+ years of experience in data center technologies preferred.
- More than 2 years of experience in Federal Information Technology preferred.
- Bachelor's degree or higher Computer Science or a related field is strongly preferred.

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.

Salary and compensation commensurate with experience. Benefits include, health club membership, health insurance dental, vision, short and long term disability, life insurance and 401(k).

ThunderCat does not discriminate in employment on the basis of race, color, religion, sex (including pregnancy and gender identity), national origin, political affiliation, sexual orientation, marital status, disability, genetic information, age, membership in an employee organization, retaliation, parental status, military service, or other non-merit factor." Equal Opportunity Employer: disability/veteran. The Affirmative Action plans are located in the HR office and may be reviewed by applicants and employees during normal working hours.