



Email us today:  
hiring@firemind.com

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# We're hiring.

## Principal Solutions Architect

**Please note:** All applicants must have the right to work in the applicable country. No sponsorship is available for this position.

### About Firemind

All-in AWS, born in the cloud partner. Firemind is a Generative AI and Data Modernisation specialist partner known for expertise in practical applications of generative AI, helping customers bring projects from prototype to full production, by providing end-to-end support.

### Job Description

As a Principal Solutions Architect, you will play a critical role in shaping our solutions and driving the adoption of our services. Leveraging your deep knowledge of AWS services and architecture principles, you will create scalable, secure, and cost-effective solutions for our clients. Your strategic thinking, technical expertise, and client-facing skills will be invaluable in delivering high-quality services and fostering client relationships.

### Responsibilities

#### Solution Development

- Design and implement secure, scalable, and cost-effective solutions based on AWS technologies.

#### Client Engagement

- Engage with clients to understand their needs, propose solutions, and drive adoption of our services.

#### Technical Leadership

- Lead technical discussions, mentor other team members, and drive best practices in solution architecture.

#### Team Leadership

- Lead and manage the Firemind solution architect teams, providing guidance, support, and performance management.
- Foster a collaborative and innovative team environment, encouraging continuous learning and professional development.

#### Collaboration

- Collaborate closely with other teams to deliver comprehensive services and ensure customer satisfaction.

#### Partner Relationship Management

- Build and maintain strong relationships with key partners such as AWS and Nvidia, as the technical point of contact for our partners in EMEA
- Represent Firemind in partner forums, events, and technical discussions.
- Drive joint initiatives and co-marketing opportunities systematically with partners to enhance our service offerings, capturing the latest developments from our partners in Firemind's roadmap

#### Knowledge Sharing

- Keep up to date with AWS technologies and industry trends and share this knowledge with the team and clients.



### Skills & Experience

- Proven experience as a Solutions Architect, with significant experience working with AWS technologies and building GenAI solutions.
- Deep knowledge of AWS architecture principles and best practices as well as AWS partner programs to ensure customers benefit from the latest initiatives.
- Exceptional client-facing skills, with the ability to understand client needs and propose suitable solutions combining Firemind's offerings, AWS and other partners in the ecosystem.
- Excellent communication, leadership, and teamwork skills.
- AWS Solutions Architect Professional certification is preferred.
- Strong relationship management skills with experience in managing partner relationships.

### What we offer

1. Competitive salary and benefits package.
2. The opportunity to work on cutting-edge technology projects with major clients.
3. A supportive, collaborative, and innovative work environment.
4. Continuous professional development opportunities.

Applications will be considered on a rolling basis until the position is filled. We are an equal opportunity employer and value diversity at our company.

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### How to apply

To apply, please submit your CV, cover letter, and any supporting documents. Applications will be considered on a rolling basis until the position is filled. We are an equal opportunity employer and value diversity at our company.

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