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

We're hiring.

Principal Solutions Architect

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.
• Represent Firemind in partner forums, events, and technical discussions.
• Drive joint initiatives and co-marketing opportunities with partners to enhance our service offerings.

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.
- Deep knowledge of AWS architecture principles and best practices.
- Exceptional client-facing skills, with the ability to understand client needs and propose suitable solutions.
- Excellent communication, leadership, and teamwork skills.
- AWS Solutions Architect Professional certification is preferred.
- Strong relationship management skills with experience in managing partner relationships.
- GenAI experience in building solutions.

Reporting to

Professional Services Lead

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.

Email us today:
hiring@firemind.com

Apply Now →