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We're hiring.

Solution Manager

Please note: All applicants must have the right to work in the EU. 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

We are seeking a highly skilled Solution Manager to join our team. In this role, you will be the AI solution expert, leading our customers through the design and implementation of technical solutions. You will work closely with the sales team to build customer offers and maintain ownership of the technical engagement to ensure that our solutions meet customer needs.

Responsibilities

Client Engagement

- Responsible for collection of customer needs together with the sales team.
- Responsible for translating customer needs to business and technology requirements.
- Responsible for identifying Firemind products and services that match the customer requirements.
- Responsible for building a solution consisting of a combination of Firemind products and services as well as AWS capabilities based on the requirements.
- Responsible for building the Firemind value proposition and a point of view for the customer context together with the sales team.
- Responsible for supporting the sales team in articulating the Firemind solution, value proposition and point of view to the customer.
- Responsible for working with the customer, taking customer feedback and iterating the proposed solution based on the customer input.
- Liaise with AWS to make sure the proposed solution is constructed according to both Firemind and AWS best practices.

Our Ideal Candidate

- Highly technical and analytical, with significant experience in software development, IT, networking implementation, security, and compliance.
- Expertise in cloud technology and architecture, with a keen interest in business and IT management.
- Background in enterprise IT or software development.
- Ability to work on both application portfolio and individual application levels, discussing transformation principles and technical designs.
- Understanding of at least one major hyperscale cloud platform, with a desire to become an expert in the field.
- Ability to lead internal teams and customers on the cloud journey.
- Willingness to challenge legacy solutions and help customers find innovative alternatives.
- Strong interpersonal and presentation skills, with experience working with senior-level stakeholders.

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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.

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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Email us today:
hiring@firemind.com

Apply Now →