# We're hiring.

## Solution Manager

📍 **Location:** Germany (München & Berlin), Hybrid
💰 Competitive Salary & Benefits
📅 Applications are considered on a rolling basis

## About Firemind

At Firemind, we believe that the best AI solutions aren't just innovative – they're practical, scalable, and built for real business needs. As an AWS Premier Tier Services Partner, we specialise in Generative AI, Data Modernisation, and Cloud Strategy, helping businesses use AI the right way – tailored to their needs and built to create real value.

We work with globally recognised brands, delivering AI-powered platforms and cloud solutions that drive business transformation. Our team operates across multiple countries, working with cutting-edge technologies to solve complex challenges.

Now, we're looking for a **Solutions Manager** to take the lead in designing and implementing AI-driven solutions for our customers. If you thrive at the intersection of technology and business and enjoy translating customer needs into high-value solutions, this role is for you.

## Your Role

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

## Key Responsibilities

✅ **Customer Needs & Solution Design** – Work closely with the sales team to gather customer requirements and translate them into business and technology needs.

✅ **Solution Development** – Identify the right combination of Firemind products, services, and AWS capabilities to build tailored solutions.

✅ **Value Proposition & Sales Support** – Develop Firemind's value proposition and strategic perspective for each customer, supporting the sales team in articulating these effectively.

✅ **Customer Engagement & Feedback** – Work directly with customers, incorporate feedback, and refine solutions iteratively.

✅ **AWS Best Practices & Compliance** – Ensure solutions align with both Firemind's and AWS's best practices.

✅ **Technical Leadership** – Liaise with AWS and internal teams to ensure solutions are innovative, scalable, and meet business requirements.

## Our Ideal Candidate

✅ **Highly technical & analytical** – Experience in software development, IT, networking, security, and compliance.

✅ **Cloud expertise** – Strong understanding of cloud technology and architecture, preferably with AWS.

✅ **Enterprise IT background** – Ability to work at both the application portfolio and individual application levels, discussing transformation principles and technical designs.

✅ **Strategic thinking** – Comfortable leading customers and internal teams through cloud transformation journeys.

✅ **Problem-solving mindset** – Willing to challenge legacy solutions and propose innovative alternatives.

✅ **Strong communication & stakeholder engagement** – Experience working with senior-level stakeholders and presenting complex solutions effectively.

## Why Firemind?

💡 **Work with AI & Cloud Innovation** – Help shape the future of AI-powered business solutions.

💰 **Competitive Salary & Benefits** – Your expertise is valued and rewarded.

📈 **Career Growth & Professional Development** – Access to training, mentoring, and industry-leading projects.

🌍 **Collaborative, Global Team** – Join one of the most recognised AI, data, and cloud companies, contributing to Firemind's growing operations in Germany.

## How to apply

If you're excited about designing AI-driven solutions that create real business value, we'd love to hear from you.

Submit your application to **hiring@firemind.com** to ensure it is processed appropriately.

For any enquiries, feel free to contact:
📩 Kati Tuovinen – **kati.tuovinen@firemind.com**

At Firemind, we don't just build solutions – we create AI-driven experiences that help businesses thrive. Lass uns reden!

### Email us today:
hiring@firemind.com

Apply Now →