

Job Summary

Telepin Software develops mobile payment solutions. Telepin is currently looking for a Solution Architect to join our organization located in Ottawa, ON.

Working among a team of technical professionals, a Solution Architect will be responsible for providing best-in-class technical support and direction for a variety of operational, network, server, or related services, at customer site, via telephone, and e-mail.

The position of Solution Architect plays a key role in the pursuit of new business, working across all levels of the client's organization, understanding the client's requirements to craft winning and deliverable solutions. This position is also the key interface between deal pursuit and delivery.

Successful applicants should be comfortable operating in a dynamic environment where initiative and a sense of professional responsibility is a must. Applicants should be experienced in providing prompt and professional services to a corporate customer base.

Main Responsibilities

Function as the key point of contact between service delivery and deal pursuit - possess strong enough cross-functional knowledge to represent product management, engineering and service delivery related functions (such as transition management, delivery management, quality, etc.) and pursuit (such as knowledge of deal life-cycle, business perspective).

Responsible for crafting winning, deliverable solutions; Accountable to deal pursuit to ensure that proposed solutions offer a winning value proposition — plays a key role in the preparation of proposals; whether it be RFP responses or detailed Solution Description's and/or Change Requests. Need to understand current operational frameworks and how their solutions will be managed through and after the implementation. Accountable to service delivery to ensure solutions are deliverable and as standard as possible inline with the product capabilities and road map activities — plays a key role to ensure delivery risks are managed/highlighted and appropriate internal reviews/sign-offs take place.

With an overall solution in mind, the Solution Architect will research, evaluate and select technology and infrastructure products, analyze functionality and features, assesses cost benefit factors and budgetary/resource impacts, impacts/risks to customer organization, security and users, investigates compatibility with the existing operating environment selects products for evaluation, determines evaluation criteria and recommends final selection.

Assess and evaluate new emerging products and works with the company and customers to ensure that the product adheres to establish standards, policies and guidelines.

Adhere to standard solution architecture methodology (such as ensuring appropriate reviews/sign-offs with delivery management).

He/She may need to lead a solution team across countries, regions, business units, etc., including third parties.

May be accountable for setting a base line of the client's environment — conducting an enterprise-wide current state / needs analysis and building a business case for outsourcing.

May be responsible to lead the due diligence phase of a pursuit and to validate and revise the solution as necessary.

Prerequisites

Desired Skills

- Experience in working with global teams
- Business acumen: Understand capital and operational expenses and consider each as they create their solution
- Good communication skills across all levels. Able to communicate complex, technical concepts to all levels. Able to mediate opposing viewpoints.
- Good command of the English language.
- Resourceful and able to start on project work with ambiguous and incomplete information
- Strong analytical and problem solving skills
- Well versed with advanced Microsoft Office features; Excel features, Powerpoint, Project and Visio
- Strong understanding of technology, particularly as related to mobile telecommunications networks, financial networks and financial services, and hardware.
- Strong leadership skills — high level of drive, initiative; assertive
- Strong customer management skills
- Good experience in leading and successfully completing moderately complex projects — with experience in scoping and planning —scheduling, financials, resources, deliverables

Education/Experience

- Post-Secondary Degree in engineering, computer science or related fields
 - Min 6 years work experience
 - Experience in providing and/or delivering value-added solutions to the telecom market..
 - Experience in delivering solutions to customers in the financial services market, or an understanding of financial technology and accounting principles.
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