

Presales Strategy Architect

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Company: Unisys

Location: Australia

Category: other-general

Presales Strategy Architect page is loaded Presales Strategy Architect Apply locations Home Based - Australia time type Full time posted on Posted 3 Days Ago job requisition id REQ552804 What success looks like in this role: Collaborate with and advise members of sales teams on solution features, architectural issues, implementation considerations, cost elements and effort estimates. Analyze and evaluate client requirements against Unisys portfolio offerings and architecting those requirements into a competitive solution. Provides technical input into bid proposals, projects and technical documents within the sales process, and identifies additional sales opportunities with existing customers. Demonstrates the organization's products at customer sites • Collaborates with sales teams to develop and recommend products and services to meet customers' requirements. Maintains up-to-date and comprehensive knowledge of the organization's and competitors' products and/or services. Analyze detailed client business process, software, application, ITO and/or infrastructure requirements (RFPs, RFIs). Guide the proposed technical solutions through the Unisys Deal Review Board for approval. Lead or support architectural and/or solution reviews. Lead or support strategic planning activities and business case development for client engagements. Architect a solution using appropriate portfolio offerings with design elements that allow integration into client environment. Support the development of cost elements and resource estimates as well as solution models. Refine and optimize architectural models. Adhere to appropriate Unisys SDF processes, architectural artifact requirements and the Unisys End-to-End Service Model. Make architectural decisions about how solutions should be designed and implemented. Act as an expert on business

processes, software and applications, and/or IT infrastructure and infrastructure management. Coordinate architect resources to develop the solution architecture for medium to high complexity opportunities. Present solutions to internal and client stakeholders. Provide client-facing support to develop multi-faceted, integrated horizontal solutions that enable desired business outcomes. Disruptive on key new logo or new scope deals via a conversation-based approach (exemplify Power Messaging). Engage early (pre-DR1) via Global Pursuit Process (Business Development Manager) to help shape and develop win strategy. Bring accountability for the conceptual solution design, forward-looking innovation plan, traceability to client requirements, solution proposal development, orals presentations, and client pricing. Participate in the Win Solution Lab Sessions, defining the high-level design of the solution, including price to win analysis. Attend the DR1 and DR2 Reviews as required by the Governance Model. - Support Sales Team, as required, Client Reviews, and Presentations (Orals). - Supports Sales Team in contract negotiations. #LI-KC1

You will be successful in this role if you have: Bachelor's degree in IT related major preferred or significant equivalent experience and 10-12 years of relevant substantial pre-sales solution architecture experience in the IT Service industry. Should have commercial sector experience ideally cross APAC. Excellent communication (written/verbal), presentation, collaboration, influencing, analytical and troubleshooting skills Knowledgeable on industry standards such as TOGAF, ITIL, ISO Standards, Zachman, etc. Broad understanding of all Unisys portfolio (or equivalent external) solutions and is able to present solution and is able to present solution and portfolio strategy to clients. Experience in proposal processes including pricing, resource assignment, complex planning, proposal solution development / design review, design tradeoff decisions, winning theme development, assisting with contract negotiation and presentations to the client. Excellent communications, analytical and troubleshooting skills. Proven record of leading and directing global solution teams on increasingly complex assignments, including Global support engagements. Experience developing comprehensive cost/benefit analysis and determining the risk associated with a given solution. Demonstrated ability to interact and articulate the benefits of a solution in a manner appropriate for senior IT executives. Ability to work independently and in team settings to include close collaboration with clients, industry leaders and solution leaders. Broad expertise in five or more of the solution areas listed below : Server Operating Systems, Database / Information Management, Networks, Security, End User Technology (Desktop, Laptop, Tablet, Mobile), Digital workplace services, Virtualization (Server, Desktop, Application),

Infrastructure and Device Monitoring. Mobility Solutions, Application Platforms and Application Integration, IT Processes, IT Governance, measurement and controls, Public, Private, and Hybrid Cloud Infrastructure. Computing Infrastructure Services (IaaS, PaaS, ITSMaaS, STaaS, etc.), Application Development (multi-tier, Web and / or Mobile), Software & Applications, Application and Data Security, Application Integration, Enterprise Content Management, Service Oriented Architecture (SOA), Application Performance and Tuning Business Intelligence, Analytics, Reporting, Data Warehousing, Enterprise Architecture / Business Architecture, Business Strategy Planning and Execution, Business Process Reengineering, Management and/or Simulation Experience in project management and with design and developing conceptual, logical, and technical architecture models. Unisys is proud to be an equal opportunity employer that considers all qualified applicants without regard to age, caste, citizenship, color, disability, family medical history, family status, ethnicity, gender, gender expression, gender identity, genetic information, marital status, national origin, parental status, pregnancy, race, religion, sex, sexual orientation, transgender status, veteran status or any other category protected by law. This commitment includes our efforts to provide for all those who seek to express interest in employment the opportunity to participate without barriers. If you are a US job seeker unable to review the job opportunities herein, or cannot otherwise complete your expression of interest, without additional assistance and would like to discuss a request for reasonable accommodation, please contact our Global Recruiting organization at GlobalRecruiting@unisys.com or alternatively Toll Free: 888-560-1782 (Prompt 4). US job seekers can find more information about Unisys' EEO commitment here .

About Us Unisys is a global technology solutions company that powers breakthroughs for the world's leading organizations. We change how people experience technology and help organizations act upon new opportunities through digital workplace; cloud, applications & infrastructure; enterprise computing; and business process solutions. Notice For U.S.

Applicants: Unisys an Equal Opportunity Employer – Minorities/Females/
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