

Datacentrix Holdings Limited  
Incorporated in the Republic of South Africa  
(Registration number: 1998/006413/06)  
Share code: DCT  
ISIN: ZAE000016051  
("Datacentrix")

## Careers @ Datacentrix

### Job Title: Solutions Consultant Senior

#### Location: Midrand

As a member of the Solutions Consulting team, the role will provide technical, functional product as well solutions overview to clients including C-level executives. These will take the form of consultative meetings, workshops as defined in our offerings map, consultative engagement, presentations, product demonstrations and proof of concepts across our Data and Artificial intelligence portfolio.

#### Primary Role Accountabilities:

- The role is technical pre-sales based and is accountable for the effective presentation of our value propositions to the said portfolio matched to client requirements
- You will be required to have skills (understanding and delivering) in consulting, workshops, whiteboarding, demos, PoC's, presenting and communicating with IT and business at all levels including C suite.

#### Critical Requirements - Skills, Experience & Qualifications:

- Matric or Grade 12 Essential
- Relevant IT Degree to support the application (Computer Science, Data Science, Software development)
- Minimum 5 years experience in a pre-sales role.
- Must be able to demonstrate a track record of customer engagement, delivering product/portfolio overviews, canned demos and or custom demos.
- Certifications within the Data and AI portfolio essential. OEM offering agnostic
- An end to understand of data and how it moves through the various lifecycles within a data architecture framework
- Understand and talk the various pillars within the architecture from collecting through to infusing AI
- Consulting with clients (business and IT) doing needs analysis
- Connecting business problems and strategy to our offerings
- Ability to articulate value of our offerings in a strategic way rather than pure product
- Ability to leverage existing client investments and augment with our offerings
- Whiteboarding / solutioning with clients creating as is to desired state architectural solutions

- Ability to delivery proof of technologies, proof of concepts
- Identity minimal viable products for proof of concepts that allows quick to production value
- Ability to put together product and solution compares for clients
- Architecting and pricing solutions
- Ability to technically move opportunity through the sales cycles
- Qualify and respond to tenders as required
- Learn and deliver workshops as per our offerings
- Working with and managing partners within our ecosystem as the sales opportunities would dictate
- Lead the pre sales Data and AI practice at a pre sales level
- Good communication skills (written, verbal and presentation)
- Self starter , prioritise work according to deadlines
- Sales oriented mind set and target driven
- Identify opportunities through client engagement
- Travel within the South African market would be required (less than 20%)
- Mentor to junior staff and support our graduate program
- Attend user forums and present at industry events

**Additional:**

- Please note that further checks will be conducted once the candidates are shortlisted (i.e. credit check; SA fraud check; ID verification; academic verification; criminal check).
- Please ensure you provide an updated CV and updated certified qualifications including a
- certified copy of your ID.

**Datacentrix is an equal opportunity employer and in filling this vacant position, preference will be given to candidates from Previously Disadvantaged Backgrounds in terms of the Employment Equity Act and practice**

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