

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 Architect

Location: Cape Town – eNetworks

Candidate will be responsible for pre-sales, technical design, commercials, client relationships and have the ability to work within virtual teams delivering world class IT services.

Primary Role Accountabilities:

- Serve as the subject matter expert
- Strong presentation and technical overview composition skills.
- Ability to work directly with customers to accelerate their projects and recommend best-practice architectures in line with their long-term business outcomes.
- You will own the technical relationship with the customer and operate as their trusted advisor. The best interests of the customer will shape the guidance you provide.
- Share the voice of the customer to influence the roadmap of new features and services. Develop areas of depth in technical domains relevant to your interests and your customer's outcomes.
- Experience working in a customer-facing role.
- Passion for technology and for learning.
- Experience collaborating effectively with internal or external stakeholder groups at multiple levels.
- Serve as point of contact for all client account management matters
- Generate new business - Includes cold-calling, generating leads and opportunity management
Develop business with existing clients – Includes upselling, cross-selling, improvements and renewals
- Forecast and track key account metrics Liaise with Project Management to ensure projects and installations are done correctly within set time frames
- Manage the entire sales process from lead, pre-sales, iterations and closure

Critical Requirements - Skills, Experience & Qualifications:

- Matric Qualification
- Tertiary qualification and/or a relevant degree/diploma will be an advantage
- Knowledge and experience in selling WAN mediums – Carrier
- Knowledge and experience in selling WAN technologies – VPN, MPLS, SD-WAN
- Knowledge and experience in selling WAN topologies – Point to Point, Hub and spoke, Full Mesh, dual-homed
- Knowledge and experience in selling Internet services – ISP
- Knowledge and experience in selling Voice over IP services

- Must exhibit fundamental understanding of Cloud services - experience in selling Cloud services preferred
- Highly motivated and professional with excellent communication skills, highly confident and goal oriented
- Must show keen interest of perpetual learning to keep skills relevant and effective – Sales and technology online training,book reading etc.
- Participate in product, process and/or sales training in order to provide effective technical services solutions to clients
- Ability to communicate and articulate solution components and options with C-level management

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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