

ARE YOU OUR NEW COLLEAGUE?

Computacenter is Europe's leading independent provider of IT infrastructure services, enabling users and their business. We advise organizations on IT strategy, implement the most appropriate technology, optimize its performance, and manage our customers' infrastructures. In doing this we help CIOs and IT departments in enterprise and corporate organizations maximize productivity and the business value of IT for internal and external users.

Rooted in core European countries Computacenter combines global reach with local expertise. We operate Infrastructure Operations Centers and Group Service Desks across Europe, South Africa and Asia from which our employees provide user support in 18 languages. Customers with global requirements are served through an extensive international partner network, which mirrors the requirements of our European-headquartered client base.



KNOWLEDGE & KEY SKILLS

- Practical experience of using a consultancy framework / methodology
- Extensive experience of presales, RFP responses and determining customer requirements
- Ability to design complex technical solutions
- Excellent communication skills both written and oral
- Ability to deal with sensitive customer issues
- Ability to provide input into bid, project and technical documents
- Ability to input into business case development
- Negotiating skills
- Extensive presentation experience to large audiences
- Extensive consultancy experience in a similar organisation
- Detailed product knowledge of the following technologies;
- Desktop deployment experience – enterprise deployments of Windows 10, 8.1 and 7

Computacenter is looking for

Technical Architect - workplace

ROLE

The TA will deliver both pre and post sales technical consultancy to our customers, leading teams of consultants in delivery/implementation engagements, as well as providing pre-sales qualification, bid response and design to consultancy engagements. As a senior team member a Technical Architect has responsibility for providing technical leadership and direction to the team as well as providing guidance to internal and external customers in defining complex technical strategies with leading edge technologies. They will also have governance and assurance responsibilities, as well as influence over strategic direction and team development.

DESIRABLE

- University Degree level or equivalent
- Language: English, French or Dutch
- additional accreditations with other vendors desirable

REQUIREMENTS

- Lead the technical elements of pre-sales responses
- Host customer opportunity / strategy meetings, including presenting solutions from a commercial and business perspective
- Provide solution assurance and governance
- Complete and assure technical designs
- Undertake individual consultancy assignments, analysing customer requirements, gathering and analysing data, recommending solutions
- Technically manage the design and implementation of large scale, complex solutions
- Ensure consultancy assignments are undertaken consistently and with quality, using Prince2.
- Highlight all technical risks so that any Computacenter's exposure to commercial loss can be minimised.
- Keep up to date with current and future market developments, competitors, technologies, products and strategies
- Quality assure deliverables produced by team members to ensure consistency and accuracy within a multiple technology solution.
- Attend and present at customer workshops and meetings
- Produce / update all assignment documentation
- Identify other Computacenter service and sales opportunities
- Define solutions, technologies and standards to blueprint best practice within the technology tower.
- Build and develop relationships with key stakeholders across Computacenter.
- Build and enhance relationships with peers and Computacenter's sales force [Account Managers, Client Directors, Sales Specialists]
- Develop relationships with partners and vendors to enhance opportunities and capabilities for the practice
- Provide thought leadership at a company and industry level
- Mentor other consultants



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