

Lead Solutions Consultant - Presales

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Company: Sourced Group

Location: Jakarta

Category: other-general

Welcome to the Amdocs Cloud Business Unit!

We are the result of a strategic fusion of three prominent Cloud Consulting companies: Sourced, Kenzan, and DevOps Group. Today, we proudly operate under the unified brand of Sourced.

As a global team of cloud specialists, we are laser-focused on driving innovation across three critical domains: Platform, Workloads, and Data. Our mission is to empower organizations worldwide by providing cutting-edge consulting and services. Our expertise spans across Americas, EMEA and APAC and for over a decade, we've honed our skills in various sectors, including telecommunications, financial services, aviation, healthcare, and media. We thrive on solving complex challenges, optimizing cloud infrastructure, and delivering tangible business outcomes.

We're not just a standalone force; we're part of something bigger. Enter Amdocs—a trailblazing provider of software and services to communications and media companies. With a remarkable 40-year legacy and a global team of 26,000 passionate professionals.

Together, we're poised to deliver even greater value to our clients, shaping the future of cloud innovation. The Amdocs Cloud Business Unit presents a dynamic blend of expertise, collaboration, and boundless possibilities.

About the role

Reporting to the Head of Presales in the Telecommunications domain, a rare opportunity is available for an experienced Presales Solution Expert to join our international sales team. As a Presales Solution Expert focusing on Amdocs software solutions running on

public cloud infrastructure to drive adoption of the entire Amdocs portfolio. You will be involved in the end-to-end sales cycle as a technical expert, key activities in the role include:

Leading technical discovery sessions with technical and executive stakeholders.

Building proof of concept environments and delivering demonstrations.

Developing Architectural solutions and associated design documentation.

Creating and suitably sizing work packages and transitioning them to the wider Amdocs products and services teams to deliver.

What you'll be responsible for

Supporting the sales organization with technical skills and capabilities.

Understanding client roadmaps and aligning the technology options along with executive level presentation.

Working closely with delivery leads and client teams to fully demonstrate the benefits of cloud technology as they relate to the telco industry.

Defining and implementing cloud-based solutions in line with industry best practices and enterprise architecture guidelines, setting up Cloud Center of Excellence (CCoE) and landing zone creation.

Helping to build & introduce clients to automated delivery methodologies including Infrastructure As Code and CI/CD pipelines.

Driving the modernization of internal software products to support client asks.

Partnering with Hyperscale partners, and internal account teams to develop end to end solutions to address the client needs.

What you will bring to the role

Experience working in the Telecommunications sector.

Experience working with a cloud service provider (AWS, Azure or GCP)

Experience in large-scale, secure, and high availability solutions with multi-AZ Cloud

Architecture.

Experience with end-to-end cloud migration solutioning for large strategic cloud deals – Discovery, Assessment, Roadmap, SOW Creation, Migration Planning, BAU Operationalisation and Optimisation.

Experience in architectural design - enterprise architecture, infrastructure architecture and application modernisation.

Experience with security architecture, connectivity, account structure or tenant design.

Experience working with a wide range of tools or automation, configuration management, deployment templating and, containerization.

An understanding of security principals and other associated controls and features in CSP's.

Technical writing, experience in preparing and presenting technical material (SOW's, BOM, RFI's etc) to a variety of audiences.

Experience in working in, and with, Agile delivery teams.

Professional and/or Specialty level AWS/Azure/GCP certifications.

Why Sourced?

Sourced offers huge growth opportunities in an innovative, collaborative and inclusive environment. We have regular team social events, individual career development plans, supportive management and team members, access to a variety of training platforms, educational workshops, and unlimited leave. We provide opportunities to work on challenging technology solutions, whilst encouraging and aiding the ongoing professional development of our team.

Sourced Group, an Amdocs company, is an equal opportunity employer committed to creating a safe, diverse and inclusive environment. We encourage qualified applicants of all backgrounds including ethnicity, religion, disability status, gender identity, sexual orientation, family status, age, nationality, and education levels to apply. If you are contacted for an interview and require accommodation during the interviewing process, please let us know.

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