

Presales Solution Architect

[Apply Now](#)

Company: Cloud Kinetics Technology Solutions Private Ltd

Location: Jakarta

Category: other-general

Enable and Drive C-Suite level conversations providing advisory to drive their business to realize value, growth and optimize costs Contribute to Strategy to expand and grow business in Indonesia for cloud, applications and data analytics Work closely with Sales leaders, business unit leaders to build proactive consulting pitch and reactive tenders for medium and large deals Lead Data Architecture to design enterprise data models, data lake and enable data driven decisioning and lead designs combining applications, technology and data landscape modernization Lead and Design Solutions cutting across digital channels, integration and API management, backend microservices applications, customer management, financial management and ERP platforms, service management platforms Lead application and cloud solutions converging across cloud migration and modernization for Telecom, BFSI and Retail domains Work closely with key partners to build joint GTM, business pipeline and solutions to co-sell Review and Estimate licenses, services cost and efforts based on Functional point analysis and similar frameworks for pursuits Perform Market analysis, competitive analysis for services offered and domain trends in Telecom, Media, BFSI and Public Sectors Participate in Industry events showcasing companys vision, Industry progression and delivering transformations using company reusable assets for faster time to deliver value. Infuse innovation into ongoing managed services and transformation engagements Ensuring maximum re-use of assets and services giving value for money, consistency of service, and reducing the costs of future changes Requirements 12+ years of experience in presales, consulting, business development and solutioning. A Bachelors Degree or Management Degree in Engineering, Analytics, AI, Leadership or related field Proven experience in executing

digital strategy and services for Telecom, Retail and BFSI domains Experience in designing solution or win deals as presales for SaaS based applications for service management, customer management, low-code/no-code based applications Led Presales and solution design for large \$ deals (>2 Mn USD) within Indonesia combined with solution assurance to deliver at profitable margins. Led Presales for at least 3+ deals valuing each at 500,000+ USD within Indonesia for managed services Led Presales for at least 1 App modernization opportunity in Indonesia Led Presales for at least 1 Cloud Migration opportunity in Indonesia Experience in AIOps as Presales leader for at least 1 AIOps program estimated to deliver operational efficiencies for IT in Telecom and/or BFSI industry Should have Sufficient knowledge on Public Cloud and Private Cloud technologies; experience in designing private IT cloud solutions Strong knowledge on TOGAF, TM Forum, Open API, Open Digital Architecture, PCI, GDPR, other Telecom and/or BFSI industry standards Should have experience in managing analyst relations, presenting to analysts about capabilities, interacting in forums representing industry expertise At least 1 whitepaper published, Should have experience in writing and publishing white papers for technology, cloud and application modernization for internal or external consumptions Should possess sufficient knowledge and expertise in Agile ways of working, backlog planning and prioritization techniques Prefer Certifications in any of below areas: TOGAF Strategic Consulting Industry standards like TM forum or similar Data Analytics for Business Data Modelling Cloud- AWS/GCP/Azure Essentials Ideally, you will also have: Strong desire to work in cloud-based/technology driven/consulting led business transformation programs Strong written and verbal communication, interpersonal and presentation skills An effective communicator, strong leader and collaborative team player Passionate and adaptive to new futuristic technologies enabling digital experience Ability to communicate vision, roadmap, risks and challenges, mitigations to all stakeholders with diverse audiences Ability to communicate in-person, remote and over channels with technical and non-technical audiences with clear messaging and ease of understanding to avoid any potential gaps or miss communications

Bachelor's Degree

9-12 years

12+ years of experience in presales, consulting, business development and solutioning. A Bachelor's Degree or Management Degree in Engineering, Analytics, AI, Leadership or related field Proven experience in executing digital strategy and services for Telecom, Retail and BFSI domains Experience in designing solution or win deals as presales for SaaS based

applications for service management, customer management, low-code/no-code based applications Led Presales and solution design for large \$ deals (>2 Mn USD) within Indonesia combined with solution assurance to deliver at profitable margins. Led Presales for at least 3+ deals valuing each at 500,000+ USD within Indonesia for managed services Led Presales for at least 1 App modernization opportunity in Indonesia Led Presales for at least 1 Cloud Migration opportunity in Indonesia Experience in AIOps as Presales leader for at least 1 AIOps program estimated to deliver operational efficiencies for IT in Telecom and/or BFSI industry Should have Sufficient knowledge on Public Cloud and Private Cloud technologies; experience in designing private IT cloud solutions Strong knowledge on TOGAF, TM Forum, Open API, Open Digital Architecture, PCI, GDPR, other Telecom and/or BFSI industry standards Should have experience in managing analyst relations, presenting to analysts about capabilities, interacting in forums representing industry expertise At least 1 whitepaper published, Should have experience in writing and publishing white papers for technology, cloud and application modernization for internal or external consumptions Should possess sufficient knowledge and expertise in Agile ways of working, backlog planning and prioritization techniques Prefer Certifications in any of below areas: TOGAF Strategic Consulting Industry standards like TM forum or similar Data Analytics for Business Data Modelling Cloud-AWS/GCP/Azure Essentials Ideally, you will also have: Strong desire to work in cloud-based/technology driven/consulting led business transformation programs Strong written and verbal communication, interpersonal and presentation skills An effective communicator, strong leader and collaborative team player Passionate and adaptive to new futuristic technologies enabling digital experience Ability to communicate vision, roadmap, risks and challenges, mitigations to all stakeholders with diverse audiences Ability to communicate in-person, remote and over channels with technical and non-technical audiences with clear messaging and ease of understanding to avoid any potential gaps or miss communications

[Apply Now](#)

Cross References and Citations:

1. Presales Solution Architect Muscatjobs Jobs JakartaMuscatjobs ↗

2. **Presales Solution Architect Braziljobs Jobs JakartaBraziljobs ↗**
3. **Presales Solution Architect Turkeyjobs Jobs JakartaTurkeyjobs ↗**
4. **Presales Solution Architect MedicaljobsnearmeJobs JakartaMedicaljobsnearme↗**
5. **Presales Solution Architect HoustonjobsJobs JakartaHoustonjobs↗**
6. **Presales Solution Architect Techstartupjobs Jobs JakartaTechstartupjobs ↗**
7. **Presales Solution Architect CarejobsJobs JakartaCarejobs↗**
8. **Presales Solution Architect ItalyjobsJobs JakartaItalyjobs↗**
9. **Presales Solution Architect Radiologistjobs Jobs JakartaRadiologistjobs ↗**
10. **Presales Solution Architect Physiotherapistjobs Jobs JakartaPhysiotherapistjobs ↗**
11. **Presales Solution Architect Nursejobsnearme Jobs JakartaNursejobsnearme ↗**
12. **Presales Solution Architect RiskmanagementjobsJobs JakartaRiskmanagementjobs ↗**
13. **Presales Solution Architect EcologyjobsJobs JakartaEcologyjobs↗**
14. **Presales Solution Architect Gynecologistjobs Jobs JakartaGynecologistjobs ↗**
15. **Presales Solution Architect NzjobscareerJobs JakartaNzjobscareer↗**
16. **Presales Solution Architect DublinjobsJobs JakartaDublinjobs↗**
17. **Presales Solution Architect Dermatologistjobs Jobs JakartaDermatologistjobs ↗**
18. **Presales Solution Architect Securityguardjobs Jobs JakartaSecurityguardjobs ↗**
19. **Presales solution architect Jobs Jakarta ↗**
20. **AMP Version of Presales solution architect ↗**
21. **Presales solution architect Jakarta Jobs ↗**
22. **Presales solution architect JobsJakarta ↗**
23. **Presales solution architect Job Search ↗**
24. **Presales solution architect Search ↗**
25. **Presales solution architect Find Jobs ↗**

Source<https://id.expertini.com/jobs/job/presales-solution-architect-jakarta-cloud-kinetics-techn-6856160000/>