

Black Diamond Senior Solution Architect

Overview

The Senior Solution Architect (SSA) reports to the CTO. The coverage region will be New England and New York Metro but may extend to accounts in other regions. A Senior Solution Architect is the core of the Black Diamond business model. You will be responsible for the content and quality of Black Diamond solutions, customer satisfaction, building account opportunities in conjunction with Senior Account Executives, and managing a team of skilled people. The SSA will be expected to execute on these responsibilities while maintaining the highest standards of professionalism and ethics. The SSA will earn commissions according to a well-defined plan. The ability to achieve plan will rely on the potential of the accounts to which you are assigned and you must always strive to be on the best accounts by sharpening your skills in accordance with Black Diamond sales strategy and, along with your partners at Black Diamond, envisioning solutions that will help drive your plan. Your success will also rely on your effectiveness in partnering with Senior Account Executives to identify new opportunities and sell innovative solutions within the accounts to which you are assigned. Moreover, with the support of a Resource Manager, you must maintain relationships with a posse of teammates on which you will rely to execute on engagements.

Candidate should have:

- Experience in development and understanding of the SDLC
- Background in Agile, RUP and BPM
- Technical well rounded
- Mentoring and coaching experience is also required.
- Ability to understand existing and newer technologies and how they apply to presenting solutions to the customer
- The ability to learn new technologies and apply them in customer situations
- Good communication and people skills plus project management

Technologies should include but not be limited to the following:

Operating Systems

UNIX, Linux, Microsoft Windows (Server/Workstation)

Programming Languages

SQL, C/C#/C++, Java/J2EE, Perl, Stored Procedures, Shell Scripting

Middleware

Apache Tomcat, IIS, WebSphere MQ, WebSphere Broker, WebSphere Application Server, .NET Framework.

Databases

MS SQL Server, MYSQL, Oracle, MS Access, IBM DB2

Web/Internet

HTML, JavaScript, ASP.NET, JSP, PHP, XML, CSS, AJAX

Software

Visual Studio, Eclipse, WebSphere Application Developer, WebSphere Integration Developer, WebSphere Modeler, Rational Software Architect, Rational ClearQuest, Rational ClearCase, Rational Jazz platform and RMC, RQM, VMware, Microsoft Office, Maven/Hudson/Nexus.