

## **Solutions Architect, London - Top 3 Managed Cloud Computing Company**

### **Salary**

£50,000 to £75,000 plus generous commission scheme

iomart is one of the leading providers of cloud computing and managed hosting. Headquartered in Glasgow, iomart employs over 350 talented staff in offices and datacentres across the UK. Originally founded in 1998, it is listed on the London Stock Exchange and specialises in delivering cloud consultancy, facilitation and digital transformation to ISVs, SMEs, enterprises and the UK public sector.

iomart's employees help enable any size of business and organisations to operate their online data and IT environments safely and securely. Our technical staff are experts in public, private and hybrid cloud solutions - including AWS and Microsoft Azure – as well as data centre and network engineering. iomart owns and operates a network of UK data centres connected by a high capacity private fibre network and backed by 24/7 technical support.

iomart Group plc is delighted to offer this opportunity to join one of the UK's leading managed hosting companies.

### **Key Responsibilities**

- As a Solutions Architect, you are required to work closely with the sales function to assist in accurate client requirement capture, solution design, solution pricing and presentation along with the creation and preparation of documentation to support the sales proposal and contract process
- You will work with the Technical Services Director to assist with the identification of products and services which would serve to develop our portfolio of managed services products
- You will work to gain skills relevant to your position with specific emphasis on Storage, Backup, Replication and hyperscaler services

### **Skills, Knowledge and Experience**

#### *Essential*

- Broad understanding of hosting and infrastructure technologies including: VMWare, Dell Server and Storage Family, EMC Software and Storage Solutions
- Working knowledge of hyperscaler providers such as AWS and Azure

#### *Desirable*

- Experience of technical pre-sales
- Expertise in server hardware and software, networking and security technology, Linux and Windows environments and deployment of highly available database solutions

### **What do we offer in return?**

- We'll shout you to lunch once a month
- ½ Day off on your Birthday
- Breakfast on us every day, including a hot roll on Fridays
- Free on-site car parking
- Long service benefits
- Snacks, drinks and fruit all day, everyday

- Pension
- ShareSave and childcare voucher schemes
- Holiday Trading Scheme

### **Training & Development**

As you can gather, we have a relaxed and friendly working environment but don't be fooled; you will be working with some of the country's best talent and greatest technical experts. We want our people to thrive, prosper and to leave work every day feeling valued and that they have made a difference. Talented, motivated and creative people lie at the heart of our success so we invest heavily in our people and their professional and personal development through technical certification and our Management and Leadership Development Programme.