

# Career Opportunity

## Pre-Sales Solutions Architect

Fortified Data is a rapidly growing global provider of database design, management, and support services. We are thought leaders within our industry with many years of experience in some of the largest and highest volume mission critical systems. We pride ourselves on providing our clients with holistic business and technical roadmaps that enable them to meet and exceed their objectives. Our work environment is challenging, fun, and exciting. We are a destination employer where the majority of employees are referrals from existing staff.

Fortified Data is an equal opportunity employer. Eligible candidates must provide evidence of legal working status for any employer in the U.S.

### Job Summary

As a Pre-Sales Solution Architect professional at Fortified Data, you will serve as a Subject Matter Expert (SME) and Solutions Architect in the realm of database management. Your primary responsibility will be to provide technical expertise and support to the sales team, aiding in the successful positioning and sale of our solutions. The ideal candidate will have a deep understanding of relational database management systems (RDBMS) including but not limited to SQL and Oracle, coupled with a comprehensive knowledge of both on-premises and cloud solutions.

### Duties & Essential Job Functions

- Technical Sales Support
  - Collaborate with the sales team to understand client needs and provide technical support throughout the sales cycle.
  - Create and deliver technical presentations and demonstrations to showcase the capabilities of our solutions.
- Database Design and Solution
  - Serve as the go-to expert on relational database management systems, particularly SQL and Oracle for design, architecture and advanced troubleshooting.
  - Advise clients on best practices for database design, optimization, and performance tuning.
  - Design and architect comprehensive solutions that meet client requirements, considering both on-premises and cloud-based alternatives.
  - Collaborate with clients to understand their technical landscape and propose customized solutions.
  - Providing recommendations and designs for proposed solutions.
  - Performing design, architecture, and performance analysis on client environments.
  - Documenting and sharing best practice knowledge for database solutions.
  - Advocating for process improvements and helping develop robust data management solutions.
  - Regularly communicating new technical features and benefits to partners, customers, and other stakeholders.

- Providing technical leadership to a team throughout the project/sales lifecycle.
  - Reviewing and validating solutions designs from other team members.
- Client Consultation
  - Act as a trusted advisor to clients, providing insights and recommendations on technical aspects of our solutions.
  - Conduct technical workshops and training sessions for clients and internal teams.
- Cross-Functional Collaboration
  - Work closely with product development, engineering, and implementation teams to ensure alignment between client needs and technical capabilities.
  - Provide feedback from the field to enhance product development.
- On-Premises and Cloud Solutions
  - Possess a deep understanding of both on-premises and cloud-based solutions, with the ability to guide clients on the best fit for their requirements.
  - Stay updated on the latest developments in cloud technologies and trends.

## Education & Experience

### Required Experience:

- Bachelor's degree in Computer Science, Information Technology, or a related field.
- Proven experience 10+ years in a technical sales support, solutions architecture, or similar role.
- In-depth knowledge of relational database management systems (RDBMS), particularly SQL and Oracle.
- Excellent communication and presentation skills, with the ability to convey complex technical concepts to diverse audiences.
- Commitment to staying informed about emerging technologies, database trends, and best practices.
- Participation in relevant workshops, conferences, or certifications.

### Preferred Experience: Preference will be given to candidates with experience in:

- Relevant certifications in database management or cloud technologies.
- Experience with Postgres, MySQL, [CDF] - Snowflake, NoSQL, AWS RDS, Azure Cosmos.
- Experience with HA/DR, various Clustering solutions, Replication and Synchronization technologies, High Performance OLAP and OLTP solutions, Data Warehouse Design, ETL/ELT, Data Governance .
- Familiarity with industry-specific database requirements and challenges.
- Demonstrated experience working with major cloud platforms (e.g., AWS, Azure, Google Cloud).
- Certification in cloud architecture is a plus.

## Required Attributes

- **Customer Service:** Listens and responds effectively to customer questions; resolves customer problems to the customer's satisfaction. Respects all internal and external customers and uses a team approach when dealing with customers to exceeding customer expectations.
- **Ability to Multi-Task:** Proven ability to manage multiple issues and/or projects successfully bringing them all to resolution in a timely manner.
- **Problem Solving:** Anticipates problems, recognizes and accurately evaluates the signs of a problem and analyzes current procedures for possible improvements.
- **Detail Oriented:** Thoroughness in accomplishing a task through concern for all the areas involved, no matter how small. Monitors and checks work or information and plans and organizes time and resources efficiently.
- **Automation / Tools:** Proficient in use of all Microsoft Office software applications including Outlook, Word, PowerPoint, and Excel. Willingness and ability to learn and implement new software applications and technologies.

## Work Environment

- We are a 100% remote company
- Up to 20% travel possible