

# United Arab Emirates Jobs Expertini®

## Middle East Jobs 2022 | Solution Architect Jobs in Abu Dhabi

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Company: Al Rostamani Group

Location: , Abu Dhabi Emirate, United Arab Emirates

Category: other-general

Al Rostamani Group Careers is Looking to Hire Following Staff – Middle East Jobs 2022 | Solution Architect Jobs in Abu Dhabi

About Al Rostamani Group

Al Rostamani Group is a holding company that has investments in industries like automobile, trading, construction, forex & communications. Dubai, Dubai, United Arab Emirates. AW Rostamani Group, also known as “AWR”, is a privately held company established in 1954 in Dubai, United Arab Emirates, by Al Rostamani brothers, Abdullah and Abdul Wahid Al Rostamani. The company is headquartered in Dubai and employs over 3,800 workers

Job Description

A Solution Architect is a professional who solves complex problems in an organization by designing or modifying technology architecture and testing the integration of software in these designs for correct functionality.

Job Responsibilities

Achieve solution target to meet specified financial goals

Assigned solution target to be achieved through key NGDC product portfolio

Participate or lead in scope of work determination, product pricing and RFP response

Works closely with client managers throughout the process and also assist in decision for a deal

Determine outsourcing, product pricing with client manager to develop implementation solution

Manage client POC initiatives individually which includes appropriating resources and setup and delivery of POC

Obtain working client solution

Stay abreast of product roadmap as well as understanding the scenarios, features and functions within each of the products and how these are applied to address business and technical problems

Understand business and technical problems addressed by the products including key regulations, business drivers, evolving business needs, etc.

Prepare meetings and tailor communications to address business needs of potential clients

Maintains contact with all clients in the market area to ensure high levels of client satisfaction

Bridge between client, engineers, consultants and project management team

Trains and coaches engineering teams on product/solution

Mentors product specialists and product support

Use prior project experience to guide successful implementation of a system/IT infrastructure solution

Manage key customer relationship and propose innovative Information and Communication Security (ICT) solutions and services

## Job Requirements

Diploma/Graduate in Computer engineering preferably IT/Electronics and communication is desirable

5 – 7 years experience, relevant to IT industry

Broad knowledge integrated with strong ICT compute, network and cloud technology understanding

Focus on areas of technology and associated products in Virtualisation, Hyperconverged, Compute, cloud, Storage, and data protection

Need to have strong client engagement skills of a mid-complexity base

Demonstrates ability to interact and cooperate with all company employees

Familiar with Abu Dhabi enterprise/government clientele and technology trend

Should have implementation experience

Need to have technical consulting aptitude focusing on business and sales aspects  
Should have sound knowledge on Data Center technologies with hands-on experience  
AWS/Azure/GCP hands-on experience is must  
Huawei HCPP, HCIP, CCNA is preferred  
Need to be good team player  
Need to show management skills  
Need good analytical skills and consulting capabilities  
Good collaboration skills required  
With valid UAE driving license

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