



# Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:

Toll Free Phone: (866) 225-9067

Toll Free Fax: (877) 825-7564

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# Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/07/27

## Solution Architect

<b>Job ID</b>	<b>312644-en_US-1260</b>	
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=312644-en_US-1260">https://careers.indigenous.link/viewjob?jobname=312644-en_US-1260</a>	
<b>Company</b>	Rogers	
<b>Location</b>	Montreal, QC	
<b>Date Posted</b>	From: 2024-07-24	To: 2050-01-01
<b>Job</b>	Type: Full-time	Category: Telecommunications

### Description

Our company was built on the dream of a pioneering entrepreneur, and that spirit continues to empower our work with businesses across Canada today. The Rogers Business team helps organizations of all sizes adapt, scale, and win with network services and other innovative technology solutions that are reliable, secure, and scalable. These solutions are built to allow businesses to operate more efficiently, reduce costs and improve productivity and collaboration. We are looking for team members who have a passion for delivering industry-leading value to customers and businesses in the communities where we live and work, so come build a rewarding career at Rogers and be a driving force behind our success story!

**Role Purpose**

The Solution Architect is responsible for designing and creating complex, customized solutions for large organizations and government agencies. They work closely with clients to understand specific needs and objectives, then develop integrated solutions using Rogers' standard products and services. The SA collaborates with Account Executives, and other teams to identify customer business issues, present value propositions, and ensure successful implementation. They contribute to revenue growth by meeting or exceeding defined sales targets while creating positive customer experiences.

**Key Accountabilities**

- Provide pre-sales technical advisory services to sales teams
- Conduct product demonstrations and presentations
- Analyze and understand customer requirements
- Design and architect solutions
- Collaborate with internal teams
- Assist with project cost and resource estimation
- Provide technical diagrams and documentation
- Interface with key decision-makers (CIO to IT staff) of current & potential customers
- Understand customer business goals
- Build relationships of trust and act as a trusted advisor
- Participate in technology assessments
- Collaborate on roadmaps and planning
- Handle technical concerns and objections
- Design differentiated technical solutions
- Create customized solutions and designs
- Evaluate and select appropriate technologies
- Provide technical guidance

**Customer-facing meetings and proposal development**

- Conduct approximately 5-10 meetings per month
- Participate in discovery sessions and proposal presentations
- Develop proposals in partnership with Account Executives
- Advance solution specifications internally for product fulfillment
- Gain and maintain deep product knowledge

**Required Skills and Experience**

- Bachelor's degree in Engineering, IT, Computer Science, or related field
- 5+ years of progressive experience in solution architecture for sales and/or related roles
- Strong technical background in enterprise IT infrastructure, cloud computing, and networking
- Proficiency in architectural frameworks and methodologies
- Experience with cloud platforms (e.g., AWS, Azure, Google Cloud)
- Knowledge of security best practices and data integration
- Excellent

communication and presentation skills

- Ability to work in a fast-paced, changing environment

Working Conditions

- Travel to customer offices required
- Ability to work from Rogers offices 3 days per week

Schedule: Full time

Shift: Day

Length of Contract: Not Applicable (Regular Position)

Work Location: 800, Gauchetiere O, Bureau 4000-Place Bonaventure - Montreal(182), Montreal, QC

Travel Requirements: Up to 25%

Posting Category/Function: Sales & Account Support

Requisition ID: 312644

At Rogers, we believe the key to a strong business, is a diverse workforce where equity and inclusion are core to making everyone feel like they belong. We do this by embracing our diversity, celebrating our different perspectives, and working towards creating environments that empower our people to bring their whole selves to work. Everyone who applies for a job will be considered. We recognize the business value in creating a workplace where each team member has the tools to reach their full potential by removing any barriers for equal participation. We work with our candidates who are experiencing a disability throughout the recruitment process to ensure that they have what they need to be at their best. Please reach out to our recruiters and hiring managers to begin a conversation about how we can ensure that you deliver your best work. You matter to us! For any questions, please visit the [https://performancemanager4.successfactors.com/doc/custom/RCI/Recruitment\\_Process-FAQ-EN.pdf](https://performancemanager4.successfactors.com/doc/custom/RCI/Recruitment_Process-FAQ-EN.pdf)

Recruitment Process FAQ

Successful candidates will be required to complete a background check as part of the hiring process.

Posting Notes: Rogers Business

For more information, visit Rogers for Solution Architect