

Job Title:	Business Solutions Architect
Reporting to:	Sales and Marketing Director
Date:	Mar 2019

Brief overview of the role:	<p>Business Architect needed to join a Leading Secure IT Managed Service Organisation based in Shrivenham, Oxfordshire. Solution architecture is a practice of designing, describing, and managing the solution engineering in relation to customer specific business outcomes and services.</p> <p>The Business Solutions Architect is involved in leading the practice and introducing the overall technical vision for solutions and services within the business product portfolio. Additionally during the development lifecycle the Business Solutions Architect will ascertain and understand customer’s business needs from both clients and users in order to create specific requirements for ingestion into the internal business processed for development and delivery.</p>
Duties:	<p>This role has responsibility for:</p> <ul style="list-style-type: none"> • Ensuring any proposed solution will maximise financial return on investment balanced against meeting the customer requirement. • Be responsible for business analysis of the technology environment. • Be responsible for analysing enterprise architecture specifics during the development lifecycle and tailoring the requirements and specifications from clients and users. • Performing research and analysis on market conditions and horizon scanning for future capabilities to inform solutions development and Portfolio enhancements • Client interaction covering a wide range of responsibilities from initial conversations to determine project scope and specifications to the final presentation of solutions, whilst providing feedback and updates on development projects. • Manage and communicate effectively with the both technical and sales departments for innovation, development, and ensure the departments are working to a cohesive framework. • Determine product specifications and create a solution prototype with relevant documentation. • Develop pricing strategies and influence the technology selection. • Provide reports to senior management on the solution development. • Demonstrate expertise and sound knowledge of the services offered and support project management teams where necessary. • Identify and clarify profitable services balanced against competitor analysis of services. • Support other internal departments with customer engagement to promote services/products. • Examine existing systems and programs to identify areas for improvement and integration.

	<ul style="list-style-type: none"> • Provide reports to senior management on the profitability of services and suggest where resources should be allocated.
Experience	<ul style="list-style-type: none"> • At least 8 years' experience of working in multiple disciplines based within the IT industry. • Experience with secure IT network services encompassing support, maintenance, professional and managed services. • Previous IT infrastructure and cloud related experience working with technical and sales departments. • Project management skills with experience within the IT and/or Telecommunications industry. • Excellent business acumen with a knowledge of business analysis principles and practices. • A strong team player with excellent communication skills.
Key Competencies	<ul style="list-style-type: none"> • Discipline to follow ITIL best practices and ISO9001, ISO20000 & ISO27001 certifications. • Discipline to follow defined standards and best practices • Good communication skills and demonstrable leadership skills. • A problem solver who can demonstrate high attention to detail and has quantitative and business analytical skills. • Proficient in the use of MS Office Applications. • A passionate and committed professional who strives to achieve company goals. • Ability to obtain Security Clearance to at least SC level

Equal Opportunities

Prolinx does not discriminate on the basis of race, religion, colour, sex, age, disability or sexual orientation. All recruitment decisions are based solely on qualifications, skills, knowledge and experience and relevant business requirements.

The Job Holder will understand the regulatory, fair trading and competition rules relating to their work sufficiently to be able to comply with them, relying on their knowledge or on their ability to recognise that they will need specialist support.

The Job Holder will actively support at all times company policy and best practice in the area of security, with particular emphasis on the protection of sensitive customer information. This includes the Security requirements of our customers