

JOB DESCRIPTION

JOB TITLE: Principal Consulting Architect
REPORTS TO: Business Advisory Director
LOCATION: Wellington

Job Scope

At Solnet, we help our clients build their business capabilities. We work collaboratively, understanding and shaping the journey to achieving their strategic objectives. We design, deliver, and implement, optimal Business and Technology Operating Models for the digital economy, bringing real benefits to our clients and their customers, employees, and other stakeholders.

Solnet's current advisory and consulting offerings are structured around the following key pillars:

- Value-driven Operating Model design and operationalisation
- Data and Cognitive
- Business integration and data-driven transformation (operational optimisation through intelligent applications and Intelligent Process Automation)
- Business technology architectural enablement – platforms, systems, ways of working (CI/CD, Agile, SAFe, DevOps, DevSecOps)
- Innovation, including modern apps/apps modernisation (products and services).

The Technology Architecture domain

New technology trends and accelerating technology development disrupts most companies across all industries, and our Principal Consulting Architect works at the forefront of this disruption, providing both business technology advice and taking lead roles in game-changing transformation projects for our clients. As a Principal Consulting Architect, you will work with our clients, helping them navigate the disruptive challenges, and opportunities, that arise new technologies as well as rapidly evolving customer behaviours and expectations.

The role in a nutshell

As a Principal Consulting Architect, your key responsibility is to demonstrate to clients and prospects why and where they must invest to remain competitive in the digital economy and show how Solnet can assist them on their journey.

To ensure that outcomes are win:win, along the way you will identify and grow opportunities that yield returns to Business Advisory and the wider Solnet, sometimes leveraging your strong existing network.

In addition to the business development, you'll also be creating reusable "know-how" and value delivery through business technology architecture excellence.

The role of the Principal Consulting Architect is to:

- Influence, advise and coach, our clients, delivering them success in the short and medium-term while earning the position of trusted advisor
- Drive customer satisfaction and advocacy through delivery excellence and value recognition
- Leverage your network to identify new opportunities for Solnet
- Develop new Business Advisory revenue from new prospects and existing clients
- Create reusable consulting assets, artefacts, and marketing collateral.
- Provide leadership, and grow our capability and "know-how" in the business technology architecture domain

Role and Responsibilities

Business Development

- Leverage your existing network to grow new business opportunities
- Generate new leads (through sales and marketing activities)
- Manage opportunities and conversions across both existing and new clients
- Complete and manage RFX processes, and other documents, relevant to the domain
- Create and deliver client proposals, including presentations and simulations
- Demonstrate thought leadership by creating unique content, public speaking, and participating as a leader in relevant communities and forums.

Delivery Excellence

- Identify opportunities for our clients to increase revenue, reduce costs, improve customer experience, and compliance, through Cloud, Platforms, and other Technology building blocks
- Advise, influence, and coach our clients, build their internal capabilities required to support their strategic business objectives
- Ensure value delivery and recognition through client satisfaction and advocacy, engagement quality (financials and duration), and client success
- Deliver business advisory revenue from client engagements in the Technology domain
- Work with internal and external teams to design, deliver, and support the implementation of the technology operating model across the domain
- Comply with Solnet's business advisory engagement and delivery processes

Leadership and Expertise

- Lead and coordinate Technology Architecture activities across key clients
- Manage design and delivery process, and communication, across internal and external multi-disciplinary, cross-functional teams
- Create domain "know-how" reusable assets – frameworks, templates, patterns etc.
- Provide internal leadership and engagement – deliver internal training, briefing sessions, presentations, mentoring, guidance etc.
- Continue professional development and acquire necessary certification and expertise, presenting as an expert to Solnet's clients

Qualifications

- Ideally (but not limited to) an appropriate tertiary qualification
- Prior Consulting experience essential

Key Performance Indicators

- Business Development
 - Business advisory (or other Solnet) revenue from existing and new clients
 - New business advisory services clients
 - Sales and marketing activities
- Delivery Excellence

- Utilisation
- Customer satisfaction
- Customer advocacy
- Projects delivery (on-time and on-budget)
- Leadership and Expertise
 - “Know-how” contribution
 - Personal development

Skills and Experience

- The ability to develop technology strategies, plans, roadmaps, architecture blueprints, solutions, and value-adding propositions, and take these to market
- Experience in managing, strengthening and broadening key client relationships
- 10+ years’ experience (at least five as a consultant)
- Strong knowledge of technology trends, and how they can be applied to address real-world problems and opportunities
- Experience in the development and presentation of strategies, enterprise architectures, and business solutions, along with technology impact assessment reports and points of view that are linked to business objectives
- Exceptional interpersonal and presentation skills - ability to convey technology and business value propositions to senior stakeholders
- A team-oriented and collaborative working style, working with both clients and those within Solnet
- Capacity to develop high impact thought leadership that articulates a forward-thinking view of the market
- Demonstrated ability to develop younger talent, and build a high performing team

Other Attributes

- Excited about winning new business, developing long term client relationships, and delivering exceptional client outcomes
- A disciplined approach to developing new business opportunities
- Passion for clients, colleagues, industry, and their success

- Strong people and organisational skills
- Self-motivated, self-managing, utilising initiative to get things done
- Ability to plan and manage multiple tasks to reach a successful conclusion
- Ability to work effectively under pressure and adapt to change; remain calm under pressure and instil confidence in your colleagues, team and clients that you will deliver the desired outcomes
- Ability to work well in a team and effectively contribute to the team's success
- Excellent written and verbal communication skills
- Excellent problem-solving abilities
- Reliable and dependable
- Ability to travel and conduct business outside of Wellington, from time to time.