



## **Solution Architect, North America Utilities**

### **Location**

Home office - Dallas (preferred)

There will be approximately 50% travel within US and Canada. Certain deals require onsite solution development and it is expected that the Solution Architect be onsite during these periods.

### **Reporting Relationships**

The Solution Architect, North America Utilities will report to Ron Aberman, EVP Business Development - North America Utilities Sector. When engaged on a bid the Solution Architect will take direction from the overall deal engagement leader.

### **Summary**

In order for Vertex to differentiate ourselves as part of new business proposals it is imperative that the solution team be responsive and think outside the box. The solution architect is the leader of the solution development. This is a critical role on the new business development team.

### **Responsibilities**

The Solution Architect will help position Vertex as a premier provider of Customer Management Services for the Utility Industry. Key areas of responsibility include:

- RFX reviews
- Solution development
- Benchmarking of solution components against competition
- Creation of PowerPoint or Story Boards for presentation of solution to clients
- Presenting of solution at orals
- Integral part of the negotiation team for commercial discussions
- Ability to develop unique differentiated proposals to changing business requirements

### **Education**

BA/BS is preferred

### **Experience**

- Knowledge of North America Utility Market
- Proven experience developing solutions in response to RFP's
- Deep understanding of Utility Meter to Cash processes

Please send resumes to [vertexnacareers@vertexna.com](mailto:vertexnacareers@vertexna.com).

Date posted: August 27, 2008



### Personal Qualities

The successful candidate will be a high caliber individual with the following attributes:

- Outstanding interpersonal, communication and leadership skills and excellent business judgment
- Performance focused with strong intellectual horsepower
- Desire to learn new things and demonstrated learning agility
- Energetic, passionate, highly-motivated, resilient, tenacious, and able to multi-task
- Strong business orientation and acumen
- Ability to develop and maintain collaborative and effective working relationships with all levels of the management and staff, and across different geographies and cultures
- Ability to work effectively from home office
- Team player

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