

Azure Cloud Solutions Architect (m/f/d)

to be located in Germany

Job Summary

NetApp have made a 'big bet' on providing data management solutions through public cloud providers. Our growing Cloud Data Services team is looking to bring in a talented technical individual who is motivated to make a difference to our company's success with Microsoft Azure.

This next hire will be based in Germany and operate in a presales capacity, working to identify candidate workloads, architect appropriate solutions, design and run proof-of-concepts and onboard customers into active consumption. Much of the customer engagement will be done hand-in-hand with the Microsoft sales teams, where we are providing the technical expertise on cloud services offered by NetApp and Azure (specifically Azure NetApp Files). There is also an evangelism side of the role; we need someone keen to spread the word about how our technology enables innovation in Azure. The focus geography for the role will be Germany, but there will be some activity outside of that area.

Regular activities:

Sales:

- Qualifying customer needs, and the fit of the solutions NetApp offers in Azure.
- Designing solutions that may include one or more of software, cloud subscriptions and professional services; running technical workshops to demonstrate those solutions.
- Designing and running proof-of-concepts to illustrate the fit of solutions within the customer's environment.
- Handover new customer wins to professional services and / or customer success.

Evangelism:

- Presenting at customer and partner executive briefings, Microsoft and NetApp sales meetings, etc.
- Participating in / host industry meet-ups and user groups.
- Publishing reference architectures, significant wins, etc, internally and / or externally.

Improvement / learning time:

- Staying abreast of the latest developments in public cloud services.
- Acquiring / maintaining technical expertise.
- Developing or enhancing processes and techniques employed by our sales and technical teams.

Education and Experience:

- Typically requires a minimum of 8 years of related experience with a Bachelor's degree; or 6 years and a Master's degree; or a PhD with 3 years experience; or equivalent experience.
- Excellent verbal and written communication skills in German and English.
- Self-drive, or initiative, or however you want to put it. You will not be closely supervised, so we need someone who will go out 'get stuff done', without being prompted.
- Ability to prioritise and address multiple projects concurrently.

- Appetite to learn and try new things.
- Experience running proof-of-concepts for software, hardware or cloud solutions.
- Strong technical knowledge of cloud concepts (AZ-300 / AZ-301 certifications preferred).
- Familiarity with container orchestration and container runtime concepts and solutions.
- On-premises infrastructure and workload experience are a plus.
- Willingness to travel within Europe to customer locations, and occasionally further afield.