Cloud & Software Solution Architect (m/f/d)
to be located in Germany or Vienna

Job Summary:

NetApp have made a 'big bet' on providing SaaS-based solutions to data management problems faced by organisations, both in the cloud and on premises. Our growing Public Cloud Services team is looking to bring in a talented technical individual who is motivated to make a difference to our company's success in hybrid cloud monitoring, optimisation and data protection.

This next hire will be based in Germany and operate in a presales capacity, working to understand customer problems and initiatives, architect appropriate solutions, design and run proof-of-concepts and onboard customers into active consumption. You will work with sales specialists and management to create and execute on a strategy for success for our SaaS business in the Europe, Middle East & Africa (EMEA) region.

Regular Activities:
Sales:
- Qualifying customer needs, and the fit of the solutions NetApp offers
- 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
- Assist with the development of business cases and return on investment (ROI) calculations
- Handover new customer wins to professional services and / or customer success

Evangelism:
- Presenting at customer and partner executive briefings, NetApp and partner 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

What you can bring to the table:
- Excellent verbal and written communication skills
- 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
- Software or SaaS sales or presales experience is a big plus
- Strong technical knowledge of cloud concepts
- Experience in running enterprise projects and programmes is a plus
- Familiarity with container orchestration and container runtime concepts and solutions

- Knowledge of on-premises infrastructure and workloads
- Strong English and German language skills – other languages are a plus
- A willingness to – if / when this pandemic ends – travel within Europe to customer locations, and occasionally further afield