

Solution Architect

Can you build and integrate information and computer systems that meet specific needs?

Do you have a balance of technical and business skills?

Can you make technical decisions regarding solutions and how they will impact business outcomes?

DMTI Spatial is looking for a detail oriented, highly organized individual to join our growing software company as a **Solution Architect** in our Customer Success Team. For 20 years, DMTI has remained a leader in Location Intelligence. We are a fast-paced entrepreneurial environment packed with opportunity for those seeking new challenges. This role is a key part of our organization and has a great track record of its successful candidates promoted to more senior leadership roles within our company.

Who We're Looking For

The best fit for this success driven team is someone who can lead individual projects, liaise with business representatives, and tailor specific solutions to meet the technical and business requirements of our clients. This includes planning, implementation, priming communication, and leading design activities of client projects.

You're right for this role if you are:

- **Balanced** – You have a mix of technical and business skills
- **Knowledgeable** – You are knowledgeable of solution platforms, frameworks and tools
- **Team player** – You can work well with others, take strategic direction and work with teams
- **Creative** – You have a flair of innovation and bring new ideas to the table
- **Precise** – You possess a strong commitment to quality and are detail-oriented
- **Analytic** – You are insightful, adaptable and a quick thinker. You have an ability to understand the strategic context of issues, ability to evaluate several options available.
- **Communicative** – You can share information clearly and consistently in both a written and verbal format.

The Role

As part of the Customer Success Team you will be integrating software and hardware that will best meet the purpose defined by our customers. You will also examine the current systems architecture, and work with business staff to recommend solutions to bring more effective systems to the table. You will be involved with projects from the beginning to the end, as your vision underlies the solution, and will do so by providing development organization along with motivating and guiding the development team during the systems life cycle.

Your work will vary from week to week, and will include major solution architectural tasks such as:

- Engage with customers to both guide and direct their integration architecture
- Innovate solutions to problems that customers may not have yet identified as barriers to their success
- Optimize efficiency of customer deployments for both customers and DMTI Spatial
- Engage with 3rd party contributors (including partners) to the solution to enable the best architectural solutions
- Connect with engineering on preferred architectural options and offering capabilities.
- Provide engineering with technical feedback from customer engagements
- Manage customer expectations
- Make decisions and communicate trade-offs and risks
- Relate to Product Management emerging technology and product requirements from customer engagements
- Work collaboratively with development teams, lead architect and management to determine technical direction and approach.
- Provide input into strategic planning and asset creation processes.
- Coach and train project team members on Software Development processes and best practices.

Key Qualifications

- University diploma or equivalent experience in computer science (ideally software development)
- 5-8 years of hands-on experience as a software developer
- 3-5 years of hands-on experience designing software with a focus on enterprise/solutions architecture, software estimation and software scheduling
- Experience in project management and/or leadership role
- Experience in presentation and customer relationship management
- Demonstrated experience in leading cross-functional project teams.
- Ability to adjust and set priority to meet deadlines.
- Strong written and verbal communication skills, including presentation skills.
- Strong persuasion and negotiation skills, including conflict resolution skills.
- Ability to work effectively in a professional manner with technology staff, business stakeholders, end users, management and others outside the organization.
- Ability to work independently.
- Self-motivated with strong ability to drive projects.
- Experience estimating project costs.
- Experience with multiple software development lifecycle models

Key Skills & Experiences:

- Development skills with technology from the DMTI stack – Visual Studio, C# .NET, Azure, SQL Server, OpenLayers
- Web services: SOAP and REST
- Web technologies: HTML5, CSS3, ASP.Net, Ajax & JavaScript
- Either skills with GIS (ESRI, MapInfo) and Location data or a demonstrated ability to learn the space quickly
- Authoritative presence and presentation skills including converting technology descriptions for C level consumption
- Solutions architecture
- Enterprise deployment and architecture skills
- Understanding of statement of work and compliance with solutions SLAs, response criteria, support and documentation requirements.
- Understanding of industry standards in financial, insurance and telco industries
- Strong ability to juggle multiple projects simultaneously and prioritize tasks.
- Ability to work without direct supervision, and also as part of a team
- Adaptable to a fluid and high energy environment where schedules are tight and challenges common
- Experience with implementing large projects in the Financial or Insurance space highly preferred