

JOB TITLE: AVAYA SOLUTIONS ARCHITECT

GEORGAPHICAL REGION: AFRICA

Overall Job Purpose:

Work as a technical conduit for Regional Sales Managers ,Account managers and Partners in Pan Africa in an effort to drive sales revenue

Job Outcomes

Key Job Outcomes	Related Tasks/Activities	Performance Indicators	Level of Importance (1-3)
1. Respond to customer requests for information (RFI) and proposal (RFP). Producing technical presentations, network design, proposal writing, pricing and quoting, and client technical service management.	<ul style="list-style-type: none">• Use Avaya tools to create Bills Of material (BOM)• Pricing & Proposal writing	<ul style="list-style-type: none">• Accuracy of BOM and speed of delivery of proposals	1
2. Developing and implementing solutions for the assigned customer base, in close cooperation with vendor engineering / support, product marketing and operations. 3.Working closely with Sales to protect and grow revenue through strategic sales / account planning and solution selling	<ul style="list-style-type: none">• Solution scoping	<ul style="list-style-type: none">• Revenue growth	1
4. Reseller & and Internal company Technical workshops	<ul style="list-style-type: none">• Liase with Avaya BM on technical marketing by presenting technical solutions and products to resellers and internal sales	<ul style="list-style-type: none">• Training, knowledge sharing and general capacity building	2
5. Boot Camps	<ul style="list-style-type: none">• Execute regional boot camps as assigned by BM	<ul style="list-style-type: none">• Certify resellers as per Vendor MBO	3
6. Maintain and grow the level of technical Avaya certifications as assigned to by Avaya BM	<ul style="list-style-type: none">• Self Study / Training	<ul style="list-style-type: none">• Certification	4

Minimum Job Requirements

Required qualifications: <ul style="list-style-type: none">• A Bachelor of Science degree (or equivalent) in Electrical Engineering, Computer Science, Telecommunications, or a related area• Minimum APDS Avaya certification required , ACSA preferred.
Required previous job experience: <ul style="list-style-type: none">• minimum of 3 year experience in Avaya Pre-sales function• Extensive experience working in telecommunications, IT or systems integration, supported by previous sales engineering or technical sales consulting experience
Job specific skills and knowledge requirements: <ul style="list-style-type: none">• AVAYA presales experience is a must. Implementation and support experience is a plus.• In-depth knowledge of IT / data / voice / video applications, convergence and IP technologies and security strategies
Personal Attributes/Abilities (Competencies): <ul style="list-style-type: none">• Ability to be very structured, organized, efficient and self-sufficient• Excellent, business level verbal, presentation and written communication skills• Must be a team-player, with good ability to create and maintain relationships with Avaya sales team and partners• Approach to work must be flexible and innovative - should constantly strive for improvements, cost efficiencies and with quality in mind