



CAMWOOD SOLUTIONS ARCHITECT (PRE-SALES)

About Us

Camwood is a Modern Workplace and Applications IT specialist. Founded in 1999, we've been helping our customers digitally evolve their application and end-user environments for over 20 years.

We're a company that has innovation, automation, and deep technological expertise at its core. We listen to customers' needs and create tailored solutions to overcome their challenges. Numerous software solutions have been incubated by our team and they are now stand-alone businesses, including Rimo3, NexBotix and Infinity. Our first automation product, App-DNA, was sold to Citrix systems back in 2011.

We are in an exciting phase of growth, expanding our portfolio of solutions, services, and strategic partners to help take our business to the next level.

Our team at Camwood and Infinity are a credit to our success. Dedicated, passionate, customer-focused, and always ready to offer an honest opinion to deliver a better outcome. That outcome is readiness today for the technology of tomorrow.

Job Purpose: Camwood are looking for an enthusiastic and self-motivated technologist to join our Solution Architecture practice, to help develop and grow the service portfolio across the organisation. In this role, you'll be responsible for Pre-sales Engagements and will work with the Sales team during customer facing engagements to develop:

- Proposals
- Presentations
- Demonstrations
- Business Cases
- Proof of Concepts

QUALIFICATIONS, SKILLS & EXPERIENCE:

ESSENTIAL SKILLS:

We are looking for an experienced Solutions Architect who can evidence their ability to deliver quality outcomes. You will be committed, dynamic, dedicated. You will demonstrate Camwood's core values of Driving Innovation, Ensuring Customer Success and Striving to Be the Best at all times.

You will have strong skills in these key areas:

- Solution Architecture / Pre-Sales experience
- Office / Microsoft 365 Solution Stack
- Windows Virtual Desktop
- Azure Active Directory
- Microsoft Endpoint Manager / Intune
- Windows 10
- Microsoft Azure

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ADDITIONAL SKILLS

- Microsoft 365 Certifications
- Microsoft Azure Certifications
- AWS
- Application Packaging

PERSONAL ATTRIBUTES:

We are looking for a self-starting, ambitious individual with a strong track record of delivering quality outcomes to their customers. We're looking for someone who is:

- Customer focused, able to empathise with their problems to offer creative solutions
- Good attention to detail while taking pride in your work and our business
- Confident in sharing ideas and suggestions with a variety of people for the benefit of the service
- Able to manage their time efficiently and comfortable with managing multiple deadlines at one time
- Able to work under pressure and at speed

The salary for this role will be competitive and dependent on your experience.

If you think you could be a good fit for this role and you'd like to apply, please send your CV and covering letter to our hiring manager Jo Cseko on jo.cseko@camwood.com.

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