

# Senior Solution Architect (Pre-Sales)

## Description

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At MATTR we are creating tools to support decentralised identity and verifiable data. We are on the lookout for people that are passionate about emerging technology and thrive in fast paced environments. By joining our team you will be helping to develop a whole new category of tools that support the next generation of the internet – the web of trust.

The MATTR Platform is designed for global scale. As a Solution Architect, you will be part of the team who are creating the MATTR platform and helping to establish MATTR as a leader in the world of digital trust.

**You will become a subject matter expert in decentralised identity, engaging with the standards community, and ensuring our solutions are delivering value to our consumers and contribute to open source and evolving standards.**

**You will collaborate with internal subject matter experts and engineers to develop innovative customer solutions and proposals leveraging MATTR capabilities to address customer needs and educate customers on the value proposition of MATTR solutions**

MATTR values diversity in the workforce and we encourage candidates from diverse backgrounds, including those with access needs, to apply for our roles.

## What you will be doing

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You will

- Participate in the sales process, creating presentations, case studies, demonstrations, and proof of concepts
- Lead customer meetings and translate business requirements and journey's into e2e designs that involve many software components and points of integration
- Build relationships and with customer architects and IT staff to develop confidence in the MATTR solutions
- Represent MATTR solutions to customers, partners and at conferences, seminars, and webinars
- Develop or contribute to customer-facing artefacts such as whitepapers, videos and proof of concepts
- Respond to functional, non-functional and technical elements of RFIs/RFPs
- Elaborate solution options & choices, technology decisions and develop solution overviews, high-level designs and implementation plans and present to non-technical stakeholders in manner that can be easily understood
- Assist with customer onboarding to the platform and help triage customer problems

- Contribute to open source and evolving standards in the digital identity space

## What are the skills and requirements needed?

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You will

- Have at least 7 years' experience working as an Architect in mix presales and delivery roles with a background in identity solutions
- Experience designing highly available, resilient, performant and secure solutions that deliver customer outcomes
- Can take a complex technical design involving multiple components and delivery partners and develop an implementation plan (design and build)
- Can think holistically, pulling ideas and concepts together from customer discussions and answer not only the challenge presented but identifying other areas that may not have considered
- Have familiarity with architectural, IT and security frameworks, compliance and standards (e.g. TOGAF, UML, ITIL, ISO, SOC2, NIST etc.).
- Have excellent presentation skills and be comfortable speaking with Executives, IT Management, developers and presenting at conferences, webinars etc.
- Great written and verbal communication, organisational and multitasking skills
- Ability to adapt to new technologies and learn quickly
- Be able to own a relationship with a customer and ensure their outcomes are delivered and participate
- Ability to cope with very high peak workloads, short deadlines and significant pressure and manage priorities and maintain engagement across a number of projects at various lifecycle phases

## Personal and work ethics

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- You are a self-starter who takes initiative, is creative, has high energy, and would thrive in a very dynamic software company.
- You are a team player who is eager to share their findings and contribute to a collective understanding – someone who is super smart and committed to making a difference - but won't trip over their ego when they turn around!
- You are comfortable with ambiguity, great at solving problems and be capable of getting thing done
- You are collaborative in style and pragmatic in approach, but you won't be afraid to make decisions where necessary to ensure quality, timely outcomes for MATTR and its customers

## Advantageous

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- Awareness of Self-Sovereign-Identity, Decentralized Identifiers and the Web of Trust ecosystem
- Understanding of Oauth2, OpenID Connect and other established authentication and identity management protocols
- Experience building SaaS services & products and in particular pre-sales activity

Sounds like you? We would love to hear from you!