Do you want to take part in the digital transformation of the media industry? Are you interested in promoting professional software and services that enable our radio and media clients to be highly successful? To strengthen our **Customer eXperience Group (CXG)** at our **Munich headquarters or at our Berlin location** we are looking for a

Solution Architect (m/f)

As a trusted business advisor to our key customers, the Solution Architect builds and fosters long-term relationships as a customer advocate while owning the full go-to-market cycle of our standard solution portfolio on top of DAVIDs and 3rd party vendor components. You will care about customer satisfaction to gain their confidence for successful subscription renewals, expansions and recurrent business

Your tasks:
- Create high-level solution designs/architectures and present them to customers, propose new solution-value propositions, and drive the full product-solution life-cycle
- Propose and develop SaaS solutions from DAVID and 3rd party product portfolios
- Build long-term, trusted customer relationships by providing a high-quality customer experience
- Collect customer's requirements and drive product portfolio integration capabilities with the DAVID Product Management Team
- Steer and manage customer projects during their full life-cycle, taking time, budget and quality into consideration
- Automate and manage changes of solution roll outs
- Support outgoing sales activities with product and solution presentations, demos, training and technical concepts

Your profile:
- Customer-oriented attitude
- Self-motivated, responsive to internal and customer requirements and ability to work well in teams
- Experience in Change Management
- Excellent IT know-how (VM, Network, Microsoft OS, DB, SQL, Cloud, Storage...), HTML5/JS, Azure/OpenStack/ Amazon Cloud knowledge highly valued
- IT-automation tools and scripting knowledge
- Ability to write, communicate and conduct presentations in English and German
- Work experience as a Consultant or Solutions Manager in a software or media company would be beneficial
- Video and/or Audio know-how and a passion for Radio would be a plus

You will join a highly motivated team in a dynamic company with flat hierarchies, flexible working hours and exciting projects with well-known clients. We are located in the heart of Munich at a modern business location well connected to public transportation. If you are looking for a personal challenge in the growing international field of digital media please send your application with salary expectations and potential start date to Rosemarie Mohr: **join@davidsystems.com**