

Job Description		
Division	Enterprise Business	
Function/ Sub Function	Solutions	
Role Title	Solution Architect	
Role Code	003 - SA	
Reporting Structure	Solution Architect -> Lead SME Solution Engineering-> Head Solutions	
Location	Mumbai; Pune; Bangalore	
Grade/ Level	C	
Job responsibility	The role is responsible for supporting the Business Team in acquiring market share by promoting competitive (cost effective) best-fit solution permissible under regulation post understanding of customer needs and use of Bundling and Innovation.	
Span of control	Geographic	
Key Customer	External : Channel partners Internal : Sales, Marketing, Product, CSO, Technology & BD, HR, Finance	
	Necessary	Preferred
Skills	<ul style="list-style-type: none"> ● Conversant in current trends in information technology ● Potential to identify future products and services as per the changing market requirements ● Knowledge of competitive products in the market and competition offerings ● Basic Knowledge of regulatory framework 	<ul style="list-style-type: none"> ● Broad competence in industry practices with the focus on driving new initiatives, designing corporate infrastructures
Qualification	BE / MCA	Preferably top institutes
Overall Work Experience	8 - 10 years of relevant experience in telecom industry	
Behavioral Attributes	<ul style="list-style-type: none"> ● Business Acumen ● Innovation Management ● Drive for Results ● Customer Focus 	