

JOB DESCRIPTION

JOB TITLE: Solutions Architect
DIVISION: Streamline Team, Business Development
LOCATION: City Office, London

ROLE SUMMARY

An exciting opportunity has arisen for a Solutions Architect to join a fast growing technology company. AVMI is the UK's leading provider of Audio Visual and Video Conferencing solutions and is expanding rapidly overseas as well as developing a number of market leading innovations.

AVMI has formed a team to provide AVMI's "Streamline" range of services. Streamline was created to support customers who have a series or programme of projects (vs. a single project) and want to engage a service provider that can take a consistent and governable approach to the design, delivery and support of all projects, even if they are spread across the world. Typically this will also feature the application of technology standards, "over the network" support and applications for training, utilisation analysis and for asset, warranty, contract and estate management.

DUTIES & RESPONSIBILITIES

The Solutions Architects, within the Streamline team, supports Streamline customers by working with AVMI's Account Managers to deliver specific projects by:

- Understanding the customer requirements for a specific project.
- Applying any agreed technology standard or 'product catalogues' to the specific room(s)/space(s) or otherwise offering up bespoke designs.
- Describing the standards and associated implementation policies to those in the project team that want or need to know, such as the customer's local representative for IT or real estate or third party architects, M&E consultants, audio consultants etc.
- Presenting budgetary quotations for the designs.
- Developing the project designs in line with local requirements and budget.
- Getting approvals for the developed designs from the client.
- Overseeing the production of DWG level room and cabling drawings.
- Overseeing the production of 3D renders where required.
- Compiling the output of the activities above into a 'Scope of Work'.
- Informing the account manager of the completion of the service described above (Streamline Product Preparation) and the issuance of an appropriate invoice.
- Obtaining and delivering final quotes for further AVMI's Streamline services and quotes for system hardware and engineer from AVMI or other AV companies as appropriate.
- Delivering all of the items above through AVMI's Streamline online platform.
- Working with AVMI's Streamline Project Management team to provide a project plan and timetable.
- Following up on quotes issued to ensure that the Account Manager has accurately forecasted any expected orders.
- In respect to any of the above activities, the Solutions Architect will liaise with the Account Manager for support in respect of commercial terms and any policies with the customer, traders or AVMI partners.

- If an order is received for the completion of the project, the Solution Architect will work with the Streamline Project Manager to ensure that there is a robust project plan.
- As the project proceeds, the Solution Architect will continue to assume responsibility for the technical design, making appropriate adjustments should the need arise and communicate with the rest of the project team including partners, and other traders when required in order to support AVMI Streamline Subject Matter Experts.

SKILL SET REQUIREMENTS

- Excelled technical knowledge of AV & VC equipment
- Must be able to produce AV designs including control flow diagrams, video and audio components.
- Ability to design innovate, financially viable and reliable systems that meet our client's requirements while remaining competitive in the market.
- An up-to-date understanding of the AV marketplace including products and trends.
- Knowledge of the latest AV products including but not limited to AMX, Crestron, Extron, Samsung, NEC, Polycom and Cisco.
- Excellent verbal and written communication skills.
- Excellent organisational skills and the ability to work on multiple projects.
- Ability to understand project schedule, plans and labour requirements.
- Ability to prioritise and work under pressure is essential to meet necessary deadlines.
- Good understanding of IT and networks.
- Good understanding of Microsoft Office including Excel and Word.

WHY WORK FOR AVMI

- Be part of a fast-growing company working with some of the world's biggest brands
- Ambitions to become a global player (recent office openings in New York and Hong Kong)
- An evolving business that provides great opportunity for development and progression
- Full training program provided
- Great team environment