

JOB DESCRIPTION – SENIOR SOLUTIONS ARCHITECT

We are looking for a Senior Solutions Architect for our office in Munich, DE.

Role

As a Senior Solutions Architect, you will primarily be helping large existing and potential customers with complex security requirements capture, solutions architecture, system design and technical project management relating to Cryptomathic's solutions as well as occasional custom development projects.

Cryptomathic works with advanced clients from the financial and mobile industries, thus we need a candidate with strong technical capabilities, a versatile and passionate individual eager to play an active role in the presales processes and design the architecture that fits the client's bill. Once the deal is won, senior candidates will also manage the project for the solution implementation on the customer side and act as consultant and even project manager. There is also a significant creative opportunity within the role, collaborating with the customer and your colleagues from the EMEA team.

Your primary duties are:

- Quickly grasp technical client requirements and articulate a matching solution architecture based on Cryptomathic product portfolio, in writing (including RFI/RFP), online or during face to face meeting (including presentation and demo workshops)
- Strong presales focus involving colleagues from sales, product management and development as well as external partners and auditors to help close deals
- Manage projects acting as a technical advisor to external parties such as clients and partners

Some travel activity within EMEA must be anticipated, occasionally on short notice.

Working environment

You will be a member of our technical team, working closely with colleagues in Product Management, R&D, Sales, Solutions Architecture and Support (located in Denmark, Germany, UK and USA).

You will be based in downtown Munich, where you will be part of a dynamic and competent team working in a friendly environment. The team is part of Cryptomathic's EMEA operations, forming the company's business backbone and you will report directly to the Product Management Director.

Our expectations of you

We are looking for someone with an outgoing personality and excellent communication skills. You have a strong command of the English language and possibly others. You can take initiatives and possess:

- A degree in engineering, computer science or similar (a must)
- Knowhow in Windows and Linux server enterprise application + deployment architecture (a must)
- Experience in IT security incl. crypto, PKI, EMV, HSM, Key Management etc. (is ideal)
- Previous project management experience in complex IT projects will be preferred
- MS SQL and Oracle Database Management Systems (not a strict requirement)



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Experience in the above will be valued but the most important factor is that you have the theoretical background and possess the potential to be a great senior solutions architect at Cryptomathic. This implies you are a self-learner, eager to continuously stay on top of security matters incl. the likes of key management, digital signatures, dealing with HSMs and/or crypto applications etc.

What can we offer you

We can offer an exciting and challenging job with room to gain experience and thrive in an international, renowned and growing company working with some of the most prestigious banks and processing centres worldwide. We can also offer an interesting career paths depending on individual strengths incl. product management, IP protection, innovation positions.

Salary

Cryptomathic offers a very competitive salary in-line with experience and theoretical background.

About Cryptomathic

Cryptomathic is one of the world's leading providers of security software solutions to businesses across a wide range of industry sectors, including banking, government, technology, cloud and mobile. With more than 30 years' experience, we provide systems for eBanking, PKI, ID & ePassport, card issuing, advanced key management and managed cryptography, through best-of-breed security solutions and services. The company is privately held, experiences a high rate of growth and has offices in Denmark, Germany, UK and USA with active expansion plans for the Middle East and South East Asia.

Application

Please send your Application, CV and relevant diplomas to: jobs-de@cryptomathic.com

Note: Recruitment agents are welcome to send CVs via email but Cryptomathic will not accept any cold calls.

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