

## ROLE PROFILE: Solution Architect - AVEVA Engineering Software Solutions

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| What the role is accountable for                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| A Solution Architect at IS3 AVEVA SELECT is responsible for designing, implementing, and optimizing scalable industrial software solutions that enable digital transformation, automation, and operational efficiency. They work closely with customers, sales teams, and technical teams to ensure AVEVA solutions align with business needs across industries such as Oil & Gas, Power & Utilities, Manufacturing, and Infrastructure etc.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| Role reporting                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Technical Services Manager                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| A typical day may include (ideally no more than 10 – 12 characteristics)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| <ol style="list-style-type: none"> <li><b>1. Solution Architecture &amp; Design</b> <ul style="list-style-type: none"> <li>• Design and architect scalable, secure, and high-performance industrial solutions using AVEVA product portfolio specialising but not limited to the AVEVA Engineering portfolio.</li> <li>• Define best practices, integration strategies, and solution roadmaps to support customer digital transformation initiatives.</li> <li>• Develop technical blueprints, architecture diagrams, and design documents to ensure seamless deployment and implementation.</li> <li>• Ensure solutions align with industry standards, cybersecurity best practices, and enterprise IT/OT integration requirements.</li> </ul> </li> <li><b>2. Pre-Sales &amp; Customer Engagement</b> <ul style="list-style-type: none"> <li>• Act as a technical advisor and trusted consultant for customers, understanding their business challenges and recommending AVEVA solutions.</li> <li>• Support pre-sales activities by delivering technical presentations, solution demonstrations, Proof-of-Concepts (PoCs), and technical workshops.</li> <li>• Work closely with the sales team to develop solution proposals, value propositions, and ROI justifications.</li> <li>• Engage with C-level executives, IT, and OT stakeholders to drive solution adoption and strategy alignment.</li> <li>• Drive Upsell/Cross-sell on assigned accounts.</li> </ul> </li> <li><b>3. Implementation &amp; Deployment Support</b> <ul style="list-style-type: none"> <li>• Guide implementation teams through solution deployment, configuration, and integration with existing enterprise systems.</li> <li>• Provide technical leadership during solution rollout, ensuring performance, scalability, and security requirements are met.</li> <li>• Support data migration, API integrations, and cloud/hybrid infrastructure setup for AVEVA solutions.</li> <li>• Troubleshoot complex technical challenges and provide strategic recommendations to optimize solution performance.</li> </ul> </li> <li><b>4. Industry &amp; Technology Expertise</b> <ul style="list-style-type: none"> <li>• Stay updated on AVEVA's evolving product portfolio, focusing on but not limited to AVEVA Engineering Software Solutions.</li> <li>• Stay updated on industry trends, and emerging technologies such as Industrial IoT (IIoT), Digital Twins, Artificial Intelligence (AI), Advanced Analytics, CONNECT, Industry 5.0 etc.</li> <li>• Provide feedback to product management on customer needs, product improvements, and feature enhancements.</li> <li>• Develop whitepapers, best practices, and case studies to support solution adoption and knowledge sharing.</li> </ul> </li> <li><b>5. Collaboration &amp; Stakeholder Management</b> <ul style="list-style-type: none"> <li>• Work closely with sales, product management, engineering, and customer success teams or technical account management to deliver end-to-end solutions.</li> </ul> </li> </ol> |

- Support partner ecosystems and system integrators in deploying AVEVA solutions efficiently.
- Represent IS3 AVEVA SELECT at conferences, industry forums, and customer events as a subject matter expert (SME).

#### Qualifications we look for

##### Minimum Qualifications:

- Matric
- Diploma in Engineering
- Diploma in Computer science
- AVEVA Specific Certifications

##### Preferred Qualifications

- BSC/BTech Engineering or Computer Science
- Registration with ECSA would be beneficial

#### Experience we look for

- 2-5 years in Solution Architect or Similar role
- 5-10 years' experience in the Industrial Automation industry

#### How the role raises the bar

- Collaboration
- Anti-fragility
- Efficiency
- Innovative
- Managing Ambiguity
- Resilience
- Outcomes orientated
- Solve
- Stakeholder engagement
- Flexibility
- Taking people along
- Interpersonal Awareness
- Coaching Mindset