

Solution Architect - PreSales

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Company: Monta

Location: Copenhagen

Category: computer-and-mathematical

We are on the lookout for a talented Presales Solution Architect in our Solution Architecture team in COPENHAGEN or LONDON.

As a Presales Solution Architect at **Monta**, you will be responsible for scoping, designing, and implementing technical solutions for large enterprise customers that are adopting the Monta platform.

In this key customer-facing role, you will interact with prospects and customers on a daily basis to translate their business goals and pain points into technical requirements and solutions. To do so, you will work closely with our Sales, Engineering, and Product organizations.

Overall, your work will directly impact our customers' satisfaction and the growth of Monta, contributing significantly to the adoption of electric vehicles worldwide and a more sustainable planet.

Monta Intro

Monta is the operating platform powering the EV ecosystem serving drivers, companies, cities, and the electricity grid with one integrated software solution.

At our core, we make EV charging simple, accessible, and reliable. Our software enables a consistent charging experience across all charge point brands and we empower charge point owners with a full-fledged solution to attract users and seamlessly manage usage, pricing, availability, and transactions.

We've closed a huge Series B round! 80M EUR and soaring! Our journey so far? An expansion across various markets, prestigious #ISO27001 and B-Corp certifications, and proactive tech

revolutionizing the EV charging experience. Not to mention, our growth has skyrocketed 6X since the last round, nearing 1 million monthly charging sessions, and 1,000 #EV drivers joining us daily! Monta will use the EUR 80M funding to double down on its successful software-only strategy by strengthening investments in all markets and improving and expanding its product to new sectors ready to embark on an electrified future.

(Some of) the things you will be working on:

Collaborate with Sales and other cross-functional teams to understand customer requirements, identify gaps and opportunities, and translate these into viable technical solutions.

Provide technical expertise and guidance throughout the sales process, including scoping, solution design, and proposal development, to help close new business opportunities.

Lead the technical design, development, and execution of data migration projects for large enterprise customers migrating to our SaaS platform, ensuring seamless and efficient transfer of data from external systems.

Conduct product demonstrations and presentations to prospects, showcasing the features and benefits of Monta products.

Develop and maintain documentation, including use case analysis, solution architecture diagrams, and migration plans that ensure clarity throughout the project lifecycle and a smooth transition between the Pre-sales and Implementation phases.

Participate in bid processes assisting our Bid Management team to ensure that Monta's features and value propositions are properly captured.

Collaborate with Monta's Charge Point Infrastructure team to ensure charge points are successfully migrated into Monta and perform as expected.

(Some of) the things you will be achieving:

Become the technical reference during the presales phase, providing product expertise on the implementation and integration of our solutions with the customer's systems.

Build strong relationships with prospects and customers, earning their trust as a reliable

and knowledgeable advisor throughout the sales cycle.

Architect and develop re-usable data migration solutions that enable Monta to execute data migrations in alignment with previously agreed timelines.

Stay up-to-date on industry trends and competitor offerings, and provide feedback to Product and Engineering teams to effectively position our solution in the market.

Requirements:

In order to succeed in this role, we you like you to bring:

3+ years of experience in Solution Architecture, Presales Engineering, Technical Consulting or related technical role in a B2B environment.

Hands-on experience with integration technologies and services, such as RESTful APIs, SOAP, message queues, and ESB (Enterprise Service Bus).

Strong background in coding and scripting, evidenced by past projects or professional experience.

Strong experience working with large enterprise customers.

Excellent communication and interpersonal skills, with the ability to articulate technical concepts to both technical and non-technical audiences.

Hands-on experience working with SQL and data manipulation techniques, especially working with large datasets and complex data structures.

Some additional skills that we would love you to have:

Fluent in either German or French, with excellent verbal and written communication skills.

Previous experience working at SaaS companies.

Broad experience in technology acquired through multiple roles: e.g. sales engineering, software engineering, product management, etc.

Experience designing and executing data migration projects for complex enterprise environments, including experience with large-scale data warehouses and CRM

systems.

Experience working in the E-mobility, utilities, or energy sectors.

Benefits:

Our Solution Architecture team has a Friday Tech Innovation day, a booked slot where they can spend it on implementing their technical skills.

3 annual company-wide events (including 3 day Summit) plus team events - both in-person and virtually

Flexible Work From Home policy

Warrant program - share Monta's success!

Vacation days are 30 days (5 weeks + 5 top up days!)

Educational budget + time off for personal/professional development

Shared company car + electric bikes in our bigger offices

Stay fit with a subsidized gym membership

Free snacks & beverages at the offices

Subsidized plant-based lunch

Pension + Health Insurance

Paid parental leave

The salary range for this position is between 60,000 - 65,000 DKK per month

If this sounds like you, we're looking forward to seeing your application!

**** Please send your resume in English.**

This role demands proficient English language skills for professional verbal and written communication. As Monta is a globally active company, the effective performance of duties in this position necessitates frequent and regular interactions with colleagues and partners around the world, predominantly in English.

Monta does not accept unsolicited resumes from headhunters or recruitment agencies.

Unsolicited resumes sent to Monta or to our employees are considered to be the property of Monta, and we will not agree to payment of any referral compensation or recruiter fee in the absence of a signed agreement.

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