

At Bellomy, we're compelled to understand consumer behavior—what motivates choice, what drives satisfaction, what delights—and to help businesses succeed and grow based on that understanding.

If you're like-minded and share our passion for market intelligence, we're eager to hear from you! We have a great opportunity for a highly experienced Solution Architect at our headquarters in Winston-Salem, NC.

The Solution Architect is responsible for ensuring Bellomy designs and articulates the best possible solutions for clients by applying a combination of business acumen and knowledge of Bellomy's extensive capabilities to address client business challenges. For key client initiatives, the Solution Architect leads the proposal process, including solution design and value proposition development. The Solution Architect also plays an active role in contributing to sales opportunities, as appropriate, through internal and external consultation and client presentation support and/or participation.

- **Solution sales consultation.** Support new business development and relationship management throughout sales process as solution subject matter expert—using a consultative sales approach. Provide leadership and support on proposal and solution presentation, including but not limited to content development and presenting to clients.
- **Proposal authoring & architecture.** Lead the authoring of proposals on specific opportunities, working cross-functionally with other teams to ensure the right content is used to properly communicate both details of the specific solution, including deliverables, and the “Bellomy advantage.”
- **Facilitate solution design meetings and output** (e.g., solution architecture). Ensure right people across team(s) are included in the design process, which is aimed to creating a solution design, including a well-articulated vision of the deliverable(s) and corresponding value proposition.
- **Deliverable design & development.** Work with sales, client services, support teams, and the creative function to design and articulate solution deliverables.
- **Solution oversight.** At key touchpoints throughout project execution, check in to ensure project performance delivers on the promise of the proposal and, as appropriate, work to realign if needed (by bringing in appropriate stakeholders, providing consultative oversight, etc.).
- **Proposal project management.** Lead efforts to ensure RFP to proposal delivery to statement of work is executed on time with the right design and right team. Work to ensure that all proposal projects stay on track, prioritizing time/scope of effort in relation to opportunity importance, budget, and timing considerations.
- **Statement of work administration.** Responsible for ensuring completion of statement of work that represents the contractual agreement between Bellomy and the client in coordination with relevant groups and, in particular, sales and legal.
- **Client activation.** Consult with clients to activate learnings from different solutions, leading workshops and using other relevant other tools.

solution architect



Requirements:

- 20+ years experience in relevant industry (market research and/or CX preferred)
- 10+ years consultative experience leading solution design and proposal efforts
- 5+ years sales (or consultative sales support) experience
- Public speaking experience (client presentations)
- Collaborative, team player

Candidates must be lawfully and fully (without restriction) employable in the United States, either by citizenship or by authorization from the Department of Homeland Security and the Labor Department.

Qualified candidates: please send **RÉSUMÉ, SALARY REQUIREMENTS, AND A COVER LETTER** indicating how your skills and experience match our requirements to careers@bellomy.com.
No phone calls please.