



## **Solutions Architect**

IBSCY Ltd is a leading international provider of total IT solutions and services and specializes in the areas of cloud services and applications, systems integration, IT infrastructure, collaboration, management and security solutions. IBSCY LTD is growing rapidly and we are looking for a Solutions Architect who will be responsible to design, promote and sell IT infrastructure and cloud products. The successful candidate will have the ability, commitment and initiative to manage assignments with minimum supervision, reporting directly to the Solutions Team Leader.

### Profile of Ideal Candidate:

- Knowledge of IT hardware / software.
- University or college degree in IT or similar
- Literacy in both English and Greek
- Computer literate (Internet, MS Office applications)
- Ability to assume responsibility and manage small IT projects.
- Driving license
- 2 or more years' previous work experience in a similar position will be an advantage
- Must be willing to travel throughout Cyprus and rarely abroad.

### Responsibilities:

- Design and sell IT total solutions to qualified prospects.
- Develop new and recurring business opportunities.
- Sales lead generation, qualification, progression, and closure.
- Quoting, Pricing and Proposal of Technical solutions.
- Account management of assigned accounts.
- End user product education, training, awareness and recommendation for clients.
- Procurement management
- Represent company at trade shows, vendor events, customer events, business mixers, and relationship building events.
- Coordinate sales efforts with marketing campaigns.
- Meet vendor's sales training and certifications.

### Benefits

An attractive package and continuous education will be offered to the successful candidate in line with experience and qualifications. Most importantly, the role offers the opportunity to work on challenging projects and excellent career progression prospects on a fast growing company.

Please send your CV at [info@ibs.com.cy](mailto:info@ibs.com.cy)