



**Talent**  
to career

## Become a Business Technologist!

As business technologists, we drive our vision of how to accelerate progress and deliver business results for our clients.

For our Division Infrastructure & Data Management (IDM) - Solution Management located in Zurich-Albisrieden we are currently recruiting a

### Solution Manager

#### Your tasks

- ▶ Overall responsibility for IT solution design related to technical and business terms throughout the proposal phase
- ▶ Analysis of tender documents, create potential and demand analysis
- ▶ Design and selection of new IT solutions, including make or buy decisions
- ▶ Management and support of the architect in the development of the economical, technical, organizational and legal solutions of complex outsourcing projects
- ▶ Support Financial and legal aspects of the proposal and contract negotiations with customers
- ▶ Support long-term strategic customer development
- ▶ Responsible for proposal phase related quality assurance and approval processes
- ▶ Coordination of partner supplier for the technical foundations of offer

#### Your profile

- ▶ Sound knowledge of IT Infrastructure and IT Outsourcing Business and related market leading HW and SW architectures
- ▶ Several years of experience in presales and technical positions preferably in the IT industry and IT Outsourcing Business
- ▶ Good knowledge of IT service segments and processes according to ITIL
- ▶ Fluent in German and English business language (written and spoken); further language is welcome
- ▶ Communication skill on CxO level
- ▶ Motivated and seeking collaboration in international teams with country and Central Eastern Europe focus
- ▶ Conceptual thinking, design and communication capabilities
- ▶ Strong customer focus mindset and high work ethic
- ▶ Flexible, pro-active, self-motivated and self-starter individual who is eager to learn and has a keen perception
- ▶ Entrepreneurial thinking and execution

#### Your application

Take this chance and apply to this exciting and challenging position under [recruiting@atos.net](mailto:recruiting@atos.net). Direct applications are preferred. Please note that we only consider complete applications (incl. cover letter, resume and all work certificates and diplomas) in the selection process. We are looking forward to meeting you!

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