



Duality Technologies is hiring a full-time Solution Architect / Implementation Manager for our Tel Aviv office. We are looking for a creative and passionate Solution Architect / Implementation Manager to join our growing team and help us drive customer success.

Responsibilities

- Work closely with Sales and BizDev teams as the technical subject matter expert for Duality's product suite.
- Lead customers through onboarding, training, and implementation of Duality's products, while ensuring a smooth transition for the customer to move into production.
- Take a part in designing how Duality's capabilities can be used to address customers' pain points.
- Drive customer success with your knowledge and recommendations.
- Work with Product Management to capture and articulate customer and prospect product enhancement feedback. Advocate customer needs/issues cross-departmentally and program-manage customer concerns.
- Help build the appropriate level of process to enable scaling our team to our growing business.
- Stay up-to-date on relevant competitive solutions, products, and services.
- The role requires close customer interaction and will require traveling abroad as needed (once Covid crisis calms down).

Required Skills / Experience

- 4+ years of experience in customer implementations of enterprise solutions, ideally in financial institutes, government or pharma companies
- Self-sufficient with a broad understanding of enterprise data architecture, data science, data privacy, and security technologies. Strong hands-on data/scripting/programming/dev-ops background.
- Good problem-solving skills coupled with the ability to provide a quick resolution to problems.
- Ability to describe complex technical concepts to diverse audiences: executives, business stakeholders and technology practitioners.
- Ability to plan, execute and close out a Proof of Concept with minimal assistance and oversight.
- The ideal candidate will be passionate about demonstrating solutions and have the ability to provide technical input during the sales process, with a can-do start-up attitude.
- Excellent customer-facing communication and organization skills: English speaker, service-oriented, work cross-cultural, cross-time zones.
- Bachelor's degree in Computer Science or related discipline. (Master's degree a plus)

For more information or to apply, please send an inquiry email to: jobs@dualitytech.com

<https://www.dualitytech.com>

