

|  |  |
| --- | --- |
| Role Title | Principal Architect - Technical |
| Function & Dept. | Sales |
| Career Growth Level | D |
| CGP Descriptor | Qualified specialists, recognised for their expertise, serving as pivotal  contributors in various domains. These specialists play a vital role in influencing  and shaping new business strategies, policies, practices, and content, catering to  both external and internal customers. Their responsibilities may encompass  problem-solving and the development and execution of purpose-driven  solutions, often of a complex nature, to meet the specific needs of both external  and internal customers |
| Team | Consultancy |
| Reports to | Head of Consultancy |
| Role Purpose | The Principal Architect Technical, works with SCC’s clients to develop their strategic goals, providing strategy, architecture and governance services using best practice approaches. Working closely with Sales colleagues to drive Strategic Consultancy opportunities and deliver engagements across all verticals.  The Principal Architect Technical, works within the SCC Consultancy Team with the purpose to ensure that we help our customers make the correct decisions relating to IT and business in the most efficient, risk-managed way. This involves development of our customers’ architecture and IT services in partnership, to ensure that business strategy, objectives and benefits are met and that future business roadmaps can be achieved through effective IT services and business change. |
|  |  |
| Key Responsibilities | |
| 1. Engage directly with customers, often on speculative/pre-RFP requirements, to understand their business challenges and translate these into technology requirements. 2. Advise customers on technology choices and options. 3. Acting as a single point of contact for consultative presales engagements. And coordinating Business Unit presales where required. 4. Developing customer proposals, statements of work, supporting cost models and defining proof of concept engagements where appropriate. 5. Participate in bid responses working as part of a bid team. 6. Deliver Consultancy engagements across the consultancy stack providing and producing consultancy recommendations – including but not limited to - strategies, roadmaps, business cases, as-is / to-be assessments, and high-level architecture blueprints. 7. Work closely with colleagues in the delivery teams to ensure presales opportunities are handed over appropriately and with clarity in relation to the proposed solution, implementation approach, and customer engagement. 8. Development of SCC’s Consultancy propositions and associated collateral. 9. Drive best practice, standards, and principles to assist SCC clients with achieving their transformation and maturity goal.   Ensure that skills and knowledge are developed and kept up to date with market trends, customer demands, and BU standard solutions. | |
|  |  |
| Person Specification | |
| 1. | Proven experience of working in a professional services architecture role with a proportion of that time spent in a presales / client consulting capacity at a senior level. |
| 2. | Experience of presenting technical solutions to both technology focused and non-technology focused personnel up to and including board level. |
| 3. | Breadth of knowledge across end-to-end business operating models and processes. Able to demonstrate expertise in at least one industry sector. |
| 4. | Breadth of knowledge across IT services and technology domains. |
| 5. | Breadth of knowledge across technology best practice and governance. Able to demonstrate across programme and project management, delivery, architecture, and service management. |
| 6. | Excellent interpersonal, written and verbal communication skills. Not scared to pick up the phone and have a conversation. |

|  |  |  |
| --- | --- | --- |
| Key  Competencies |  | Level |
| Consulting | Able to consult with clients and discover client problems that can then be mapped to our standard Business Unit solutions. | * Undertakes consultative engagements that drive value and lead to chargeable work. * Balances presales work and chargeable. * Creates own pipeline of work. * Generates consultancy engagements. * Generates wider SCC engagements. * Oversees both consultancy and complex multi-business unit delivery engagements. |
| Relationship building | Creating connections between people, requiring, trust, respect, self-awareness, and open communication | * Become the critical friend of clients – challenging and validating strategies. * Provide thought leadership to colleagues across the business. * Network across business units to ensure that you are up-to-date with offerings. |
| Stakeholder Relationship Management | Influencing stakeholder attitudes, decisions and actions for the mutual benefit | * Identifies stakeholder needs and leads in creating tailored strategies. * Creates client strategies and translates into actionable plans, guiding teams toward strategic alignment. * Leads open communication and discussion among stakeholders to foster collaboration. * Acts as a primary contact, leading the development and execution of client strategies whilst providing informed feedback. * Leads the facilitation of business / technical decisions and information dissemination to stakeholders. * Builds long-term strategic relationships with senior internal and external stakeholders. |

|  |  |  |
| --- | --- | --- |
| Management  Competencies |  | Level |
| 1. | Leading, Developing and Managing People | 4 |
| 2 | Problem Solving and Decision Making | 4 |
| 3. | Influencing Others | 4 |
| 4. | Embracing the need for change | 4 |
| 5. | Thinking & Acting Strategically | 4 |
| 6. | Planning & Analysis | 3 |
| 7. | Performance Management | 3 |
| 8. | Employee Experience | 2 |
| 9. | Resourcing | 2 |
| 10. | Competency Assessment | 2 |

|  |  |  |
| --- | --- | --- |
| Value Behaviours |  | Level |
| 1. | Responsibility | 3 |
| 2. | Passion | 3 |
| 3. | Customer First | 3 |
| 4. | Agility | 3 |
| 5. | Family | 2 |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Version | Date | Description | Approved by | Date |
| 1.0 | November 2023 | Original | HR | November 2023 |
| 2.0 | March 2024 | Formatting of cells | HR | March 2024 |
| 3.0 | October 2024 | Role completion |  |  |
| 4.0 | November 2024 | Updated |  |  |