Solutions Architect

Location: Mumbai_Andheri East
Experience: 8+ years
Industry: System Integration / IT Solutions / Networking / AV / Cybersecurity
Employment Type: Full-time

Job Summary:

The Solutions Architect will be responsible for designing, developing, and implementing end-to-end system integration solutions for enterprise clients. The role involves architecting complex IT infrastructure, networking, audio-visual (AV) solutions, video conferencing, and cybersecurity frameworks, ensuring seamless integration, performance optimization, and security compliance.

The ideal candidate will have deep technical expertise, strong project management skills, and the ability to communicate effectively with clients, vendors, and internal teams.

Key Responsibilities:

Solution Design & Architecture

- Design and develop scalable, secure, and high-performance system integration solutions.
- Define technical roadmaps, architecture blueprints, and integration methodologies.
- Assess and recommend hardware, software, and networking components to align with business needs.
- Ensure seamless interoperability between AV solutions, IT infrastructure, collaboration tools (Zoom, Teams, Poly, Cisco), and cloud platforms.
- Conduct technical evaluations, feasibility studies, and proof-of-concept implementations.

Project Implementation & Technical Support

- Collaborate with project managers, engineers, and clients to ensure smooth solution deployment.
- Oversee the end-to-end implementation lifecycle, including design, installation, configuration, and troubleshooting.
- Optimize network performance, security policies, and compliance requirements.
- Provide technical guidance and training to internal teams and clients on system operation and best practices.

Client & Stakeholder Engagement

- Work closely with clients to gather requirements, present solutions, and address concerns.
- Develop and deliver technical presentations, documentation, and training for stakeholders.
- Stay updated with the latest trends, standards, and best practices in system integration.
- Act as a liaison between vendors, manufacturers, and internal teams to ensure project success.

Qualifications & Skills:

- 8+ years of experience in solution architecture, IT infrastructure, or system integration.
- Strong knowledge of AV solutions, networking, cybersecurity, cloud computing, and enterprise collaboration tools.
- Hands-on experience with Cisco, Crestron, Poly, Microsoft Teams Rooms, Zoom Rooms, Barco, Extron, or similar solutions.
- Expertise in networking protocols, security frameworks, virtualization, and automation.
- Strong understanding of audio-visual control systems, IP-based communication, and cloud integration.

Certifications (Preferred but not mandatory):

- Cisco (Cisco Certified Network Associate(CCNA), Cisco Certified Network Professional(CCNP), and Cisco Certified Internetwork Expert(CCIE)
- Certified Technology Specialist (CTS)
- Microsoft (Azure Solutions Architect, M365, Teams Rooms Solutions)
- AWS / Google Cloud certifications
- Information Technology Infrastructure Library (ITIL), Project Management Professional (PMP), or Prince2 for project management

Soft Skills & Management Abilities:

- Excellent problem-solving, analytical, and troubleshooting skills.
- Strong communication, presentation, and client relationship management skills.
- Ability to manage multiple projects, prioritize tasks, and meet deadlines.
- Strong leadership, mentoring, and knowledge-sharing abilities.

Preferred Experience:

- Experience with enterprise IT infrastructure, data center solutions, or smart building technologies.
- Background in unified communication, video conferencing, digital signage, and AV-over-IP solutions.
- Hands-on experience with AV automation, Internet of Things (IoT) integration, and AI-driven analytics.