Solution Architect

Department: Sales and Marketing
Location: Remote: United States
Type: Full-Time

About Flexagon

Flexagon helps enterprises deliver change faster and more safely across Oracle, SAP, and Salesforce environments. Our DevOps and Configuration Management platform, including FlexDeploy, gives IT teams the automation, visibility, and control they need over the applications that run their business. More than 300 enterprise customers around the world rely on Flexagon.

About the role

We are seeking an experienced Solution Architect to partner with our sales organization and lead all technical aspects of the sales cycle. You will drive high-impact demos and solution evaluations for both net new opportunities and expansion deals. As the technical face of the platform during customer evaluations, you will engage with technical leaders, business stakeholders, and executive decision makers across Fortune 500 and other complex global organizations.

This role is critical for showcasing our platform's value, differentiating capabilities, and ensuring customers clearly understand how our solution addresses their strategic and technical needs.

Benefits

- Health, dental, and vision insurance
- Health savings account and flexible spending account
- Life insurance
- 401(k) with company matching
- Paid time off
- A clear path for growth

Key responsibilities

Technical sales leadership

- Serve as the technical lead during sales cycles, guiding prospects through discovery, solution design, demos, architecture discussions, and evaluation.
- Lead end-to-end product demonstrations tailored to multiple audiences, including executives, business users, end users, and technical experts.
- Translate customer requirements into actionable configurations or demonstration environments that showcase platform value.
- Complete security reviews for prospective and current customers.

Sales and marketing collaboration

- Work hand-in-hand with Account Executives on deal strategy, customer engagement, competitive positioning, and value articulation.
- Partner with Customer Success Managers to ensure expansion opportunities are technically validated and aligned to customer goals.
- Collaborate with BDRs and Account Executives to support early-stage qualification conversations and provide technical context for outreach strategies.
- Team closely with Product, Engineering, and Marketing to provide field feedback, enhance demo assets, and improve product understanding.

Customer engagement

- Present complex technology in clear, compelling business terms to Fortune 500 executives, directors, architects, and practitioners.
- Manage technical objections, risks, and decision criteria throughout the evaluation process.
- Build trusted advisor relationships that accelerate deal velocity and increase customer confidence.
- Engage in workshops, whiteboarding sessions, and architecture deep dives to align technology with customer strategy.

Internal excellence

- Maintain expert-level knowledge of the platform's capabilities, architecture, integrations, APIs, and roadmap.
- Continuously improve demo environments, POC frameworks, repeatable assets, and presentation materials.
- Own RFP/RFI responses with technical content and architecture diagrams.
- Monitor the competitive landscape and articulate clear differentiation.
- Work with Marketing to build and create content as a technical expert.

Qualifications

Required

- Deep knowledge of the Oracle stack, including EBS, Fusion, OIC, and EPM.
- Ability to translate complex technical concepts into strong business value narratives.
- Solid understanding of enterprise IT architectures, cloud platforms, integrations, APIs, and security requirements.
- Excellent communication, storytelling, and interpersonal skills.
- Strong partnering capability with Sales, CS, Product, and Marketing teams.
- Problem-solving mindset with curiosity and the ability to think on your feet in customer conversations.

Preferred

- Understanding of SAP S/4HANA and ECC, and Salesforce.
- 3 to 7+ years of experience in Presales, Sales Engineering, or DevOps for a SaaS or enterprise software company.
- Proven success presenting to Fortune 500 and large global organizations.
- Strong experience delivering multi-level demos tailored for executive, business, technical, and end-user personas.
- Hands-on experience running pilots, technical evaluations, or solution pilots with measurable outcomes.

How to apply

Please send your resume and cover letter to info@flexagon.com.

Flexagon is an equal opportunity employer.