

# METACO

## JOB DESCRIPTION

### SOLUTION ARCHITECT / LAUSANNE

#### Who We Are

Based in Lausanne, METACO is the leading provider of security-critical software and infrastructure enabling financial institutions to prosper in the digital asset ecosystem. Trusted by top banks, exchanges, and infrastructure providers globally, we strive to deliver best-in-class products and services that help our clients achieve customer and business success.

At METACO, we lay the foundations to transform the financial services industry by building the digital asset infrastructure that will revolutionize finance for generations to come.

We are looking for an experienced **Solution Architect** to join our team in Lausanne, Switzerland.

The role is a high-profile position at METACO that will have prominent visibility both internally and within the wider Blockchain community. METACO is entering an exciting phase of growth with the launch of a SaaS offering and the onboarding of major institutional clients. Your contribution would have a direct impact on the evolution of the cryptocurrency/fintech industry as we know it today.

#### What You Are Going to Do

- Solution Architect
  - Be the bridge between clients and Customer Success (METACO delivery function) & Engineering
  - Provide high touch advisory services on projects to shape the METACO solution within the client environment, or to resolve major solutioning issues
  - Give comfort to clients at a relationship level as METACOs solutioning authority
  - Lead technical discussions for technical on-boarding, migrations, proof of concepts and other technically “heavy” projects
- Pre-sales
  - Contribute to winning business, by being able to present, defend and evangelize our product from a technical and business perspective to both clients and prospects.
  - Provide input to client/prospect systems integration and data-migration streams
  - Develop and apply estimating tools
  - Participate in RFI/RFP technical responses
  - Where possible, develop & maintain architecture-relevant collateral to industrialize your part of the presales function

## **Key Skills/Attributes**

- Conveys gravitas
- Extensive experience in a similar position
- Ability to build and design APIs
- Strong knowledge of software architecture, devops and cloud, and current web usage (OAuth, Webhook...)
- Knowledge of Cryptocurrencies / Blockchain
- Good oral and written communication skills in English
- Good presentation skills at senior management level
- A good listener, when required, able to manage clients and stakeholders well
- Able to command respect of technical and business colleagues alike
- Quality oriented, able to self-manage and to deliver to METACO standards of excellence
- Supportive of a growing team - happy to dig in when required.

## **Why METACO**

We are a dynamic and fast-growing company, working together to tackle the most challenging problems at the intersection of distributed systems, cryptography, and finance.

We provide an entrepreneurial culture, where merit, contribution and teamwork are rewarded.

Our team is important to us, and we work hard to support both the personal and professional development of team members in a comfortable office environment (virus-permitting) and team-oriented atmosphere.

We understand that maintaining a good work-life balance is crucial to a healthy and happy workplace, that is why we provide flexible working policies for employees to fit their individual needs.

Join us to make your mark on the transformation of the financial services industry.

**Location:** Switzerland