

JOB DESCRIPTION

SOLUTION ARCHITECT / SINGAPORE

Who We Are

Based in Lausanne and Singapore, METACO is the leading provider of security-critical infrastructure enabling financial institutions to enter 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 Singapore.

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
- 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 to 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
- Innovation
 - Perform market and other relevant research to derive innovations
 - Conduct ideation sessions with clients, prospects and industry participants on relevant subjects
 - Contribute to METACO business strategy and develop innovative solutions which support strategy implementation
 - Develop use cases for METACO's innovation labs relationships

Key Skills/Attributes

- Can convey gravitas
- 5+ years of experience in Blockchain technologies, Cardano, Hyperledger or related
- Ability to build and design APIs
- Strong knowledge of current web usage (OAuth, Webhook...)
- Knowledge of Cryptocurrencies (Ethereum, Bitcoin,, ...)
- 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

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.