

Technical Solution Architect

📍 Remote

Posted: October 25, 2021

Reports to: Sr. Director of Client Services

General Summary:

The Technical Solution Architect focuses on supporting new business opportunities generated by the new sales directors as well as existing clients through the Account Development team. The Architect will build relationships with the appropriate contacts and work to help them achieve their individual goals and objectives.

Responsibilities:

- Work closely with the senior directory strategic department projects and initiatives
- Perform server analysis utilizing industry best practices and available toolsets including but not limited to SQL Server scripting, Windows server logging, and other tools deemed necessary.
- Create technical documentation for technical client audiences for configuration and management of the Trace application suite.
- Create video content and written content for loading into the corporate LMS (Learning Management System).
- Assist the executive directory in managing and optimizing the LMS (Learning Management System)
- Attend net new sales demonstrations both on-site and remote as an SME (Subject Matter Expert) on technical aspects of the proposed solution set.
- Ability to assess/analyze existing or proposed new architecture(s) for the application set. Create diagrams with recommended technical architecture based on analysis of the client need.
- Communicate internally with peers and management on best practices being used by customers, industry news, marketing ideas, and competitive intelligence.
- Helping ensure clients expectations are met during the sales cycle so there is an ability to provide new opportunity to the company.
- Provide backup support on training activities for the team.
- Document activity (sales presentations, training activities, customer contact info, and follow up activities) in the company CRM.
- Coordinate, facilitate, and attend client meetings.
- Attend industry trade shows and conferences as needed or requested by client and regional sales directors.
- Other duties as assigned.
- This position can require up to 15% travel.

Skills and Experience Required:

- Understanding of Microsoft SQL Server scripting
- Understanding of Microsoft Windows Server performance analysis
- Basic scripting is a plus: i.e. PowerShell, Python etc.
- Strong relationship management. Experience with technical selling, demonstrating, and training healthcare solutions in a Hospital/Acute Care setting is preferred.
- Strong presentation skills – ability to deliver engaging and well-organized presentations and have strong group facilitation skills.

- Strong organizational skills – able to manage multiple customers and projects at the same time.
- Strong communication skills including the ability to establish relationships over the phone and in person.
- Build and maintain effective client and team relationships.

SECURITY ROLES / RESPONSIBILITIES:

- **PHI (internal, by exception)** -This position may have access to and be responsible for the security of PHI/PI on an incidental basis.
- **PHI (by customer request)**- This position may have access to and be responsible for the security of PHI/PI on a daily basis.

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We've been in business for more than two decades and we're proud to deliver healthcare IT solutions to hundreds of hospitals, health systems and provider clients who rely on our platforms, 1,000+ years of collective industry expertise, and best-in-class customer support. At Vyne Medical we value integrity, innovation, accountability, commitment, respect. Our teams embody these values everyday as we work together to drive growth for the company and technology solutions for our clients. We believe that great people with great talent can do great things. To learn more, visit VyneMedical.com

About Us

At Vyne Medical, we understand the importance of managing and simplifying healthcare data. Our technology solutions enable providers to achieve greater operational efficiency, financial performance, best practice compliance, patient experience, and health outcomes. Many of our 800+ clients, including Moffitt Cancer Center, Health First, Wellforce, and Texas Health Resources have leveraged our partnership to help overcome key data management and information exchange challenges.

Benefits & Perks:

- Medical, Dental & Vision
- 401k Match
- Generous PTO
- Professional Development
- FSA/HSA
- Life and Disability
- Legal Shield
- Aflac

Interested applicants, please send your resume to Human Resources at HR@vynecorp.com.

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