



## Solution Architect CPO

### 募集職種

#### 採用企業名

日本シエナコミュニケーションズ株式会社

#### 求人ID

1231760

#### 雇用形態

正社員

#### 勤務地

東京都 23区, 千代田区

#### 給与

経験考慮の上、応相談

#### 更新日

2022年12月02日 02:00

### 応募必要条件

#### 職務経験

6年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

流暢

#### 最終学歴

大学卒：学士号

#### 現在のビザ

日本での就労許可が必要です

### 募集要項

Since 1992, Ciena has been driven by a relentless pursuit of network innovation. We believe in a network that grows smarter, more agile, and more responsive every day. This means that when you digitally interact in your world - picking up the phone, streaming video, texting a friend or loved one - your interactions are being enabled by Ciena technologies. Ciena makes your social / entertainment / business existence REAL.

#### **Role Description / What will you do at Ciena?**

The CPO Solution Architect is accountable for defining, developing and presenting converged packet optical architecture based solutions with key customers & partners as well as the broader Sales/SE community in the international region. The architect also supports the BD and sales organisation in identifying and developing related business opportunities.

A key task is designing advanced network architectures and solutions with particular focus on optical and packet transport technologies. With that the solution architect provides the sales teams with key solutions for the packet-optical business. Besides the technical definition of the solutions this also includes non-technical aspects like migrations, operational processes and business value analysis.

The solution architect is involved in interfacing with customers at all stages, acting as a primary voice for Ciena as relates to Ethernet/IP solutions and their value. An important part of the role is also to support RFX responses, with a focus on solution definition, solution costing, advanced architectures and future product features.

This is a highly interactive role, liaising with many organizations within Ciena, including sales and sales engineering teams,

as well as corporate entities within Ciena (Product Line Management, R&D, CTO, Professional Services).

Another key function is knowledge transfer to ensure continuous upskilling of the sales teams. As such the architect will need to transfer knowledge to local sales and sales/systems engineering resources to build increasing fluency in architectural as opposed to product based solutions and business value in addition to technical differentiation.

### **Responsibilities**

- Support complex architectural engagements with Ciena customers, involving all relevant products and technologies within Ciena's portfolio
- Act as expert technical lead, working alongside other engineering/design resources to specify the best solution for a given opportunity
- Determine "best fit" criteria for matching Ciena's products and technologies to a particular opportunity, recommending the best mix of technologies (based on features, price, and timeline), configured into the right solution to best meet the customer's needs/business drivers.
- Support bid responses, as well as technical presentations, demos, and proofs of concept throughout a sales cycle
- Engage with resources from Strategic Sales (S3), extended SE/Sales teams, PLM, GPO & others to develop solutions
- Define and document key solutions for developing the packet-optical business in the international region. Enable the sales and sales engineering organisations on these solutions.
- Work alongside the strategic business development team to identify and drive new business opportunities.
- Analyse and evangelize about the business value of the solutions.
- Mentor local sales and sales/systems engineering resources to build increasing fluency in architectural as opposed to product based solutions
- Ensure that any customer specific activities are tracked through Salesforce
- Develop and build effective relationships with key customer stakeholders
- Support PLM requests for key roadmap requirements to support business opportunities

### **Areas of impact**

- Developing solution architectures that allow the team to exceed regional plan for CPO sales in the current year and drive non-linear growth rates outstripping those of traditional business over 3-year plan period
- Increase knowledge and understanding of solution architectures across the broader sales and system/sales engineering community
- Influence PLM in the development of new capabilities to support architectures relevant to customers in the region

### **About Ciena**

Ciena is a network strategy and technology company with a passion to provide an experience, to you and our customers that is as rewarding as the outcome. We attract the best and brightest— those with outstanding talent, motivation, and the right attitude to contribute to our success. Our culture balances our openness and informality with professionalism and trust and is built on the foundation of our core values: Customer First, Integrity, Velocity, Innovation, and Outstanding People.

Ciena enables everyone to have a voice and a network that supports them while on the journey to discovering their passion and purpose. We trust each individual to do what they can to reach their full potential and make an impact on the business, whenever, wherever they are in the world. With Ciena's highly innovative, forward-thinking business practices, we reward people for pushing the boundaries. Unlock your potential at Ciena!

### **Being You @ Ciena**

As part of our commitment to diversity and inclusion, we want to foster an environment that values and respects all individual's strengths, perspectives, ideas, and ability to meet the needs of our customers globally. Ciena values the diversity of its workforce and respects its employees as individuals, regardless of race, ethnicity, religion, gender, age, national origin, disability, sexual orientation, veteran or marital status or any other category protected by applicable law. We do not tolerate any form of discrimination. Ciena is also committed to compliance with all fair employment practices regarding citizenship and immigration status. If contacted in relation to a job opportunity, you should advise Ciena in a timely fashion of the specific accommodation measures required for you to be assessed in a fair and equitable manner.

## **スキル・資格**

### **Requirements**

- Detailed working knowledge of the technologies applied in Ciena's packet-optical portfolio, including: Photonic components and systems, L2 transport & services, transport & protocols, Open Line Systems, Software Defined Networking, APIs, etc
- Sound working knowledge of key business applications that drive service provider network architectures: Data and Optical Services, Data Center/Cloud ecosystems, fixed line and mobile broadband and triple play architectures.
- Ability to think strategically about new business opportunities
- Capability and experience in Business Value analysis and consulting is a plus
- Able to deal with complex technology issues and present clear, understandable solutions
- Highly effective communication skills (verbal and written) when interacting with both internal and external customers
- Able to communicate a good blend of technology/networking trends, as well as business value of Ciena solutions.
- Effective interpersonal skills that can both persuade and influence decision making and strategic thinking
- Ability to influence internal and external stakeholders in driving Ciena solutions engagements
- Proactive & Effective collaborator
- Strong gravitas and presence
- Highly motivated, a self starter
- Ability to work and operate within a matrix organization

- Collaboration with stakeholders, i.e.:
  - Nominated Account teams – Direct & Partner
  - Product Line Management
  - Strategic Solutions Sales (S3)
  - CTO, SE's and Architecture
  - Regional and Blue Planet Sales
  - Corporate Marketing
  - Corporate Business and Commercial Operations
  - Corporate Leadership

### **Experience / About You**

- Engineering degree or equivalent - with telecommunications, networking or communications systems concentration
- 10+ years in telecommunications industry with solution sales or consulting experience with successful and progressive track record of accomplishment
- Track record of successful packet-optical solution/architectural development engagements
- Good knowledge of key networking technologies (Optical, OTN, Ethernet, MPLS-TP, IP, SDN & NFV) and applications (Mobility, Data Center Networking, IP/Optical architectures, Ethernet services, Automation & Virtualisation, OSS)
- Business acumen and understanding of sales cycle and stage requirements
- Sound command of English language is mandatory, other languages a bonus

### **会社説明**

Ciena (NYSE: CIEN) は、ネットワーキング用のシステム、サービス、ソフトウェアを手掛ける企業です。変化し続けるユーザー・ニーズに対応して、Adaptive Network™の構築に役立つソリューションを提供しています。

お客様との直接対話によるコンサルティングを通じて、業界最高のネットワーク技術を提供し、オープンでスケーリング可能な世界で最もアジャイルな自動化ネットワークを構築します。

Cienaは、設立当初から一貫してネットワーキング業界のパイオニアであり続けています。Cienaの成長と成功の基盤は、その革新技術とともに、お客様と密接なパートナーシップを築き上げることができる能力にあります。Cienaは、ネットワークの構築と変革に必要な不可欠な次世代ソリューションを提供しています。ネットワーク要件は、刻々と変革する、ともすれば予測不可能なエンドユーザーの期待に大きく左右されます。Cienaのお客様は、オーバーヘッド、複雑さ、コストの削減と同時に、大容量、豊富なコンテンツ、より高い柔軟性を求めています。お客様自身、そしてお客様が所有するネットワークには、変革が求められています。Cienaは、この変革を通じて、お客様がよりインテリジェントなネットワークを構築できるようにお手伝いする最高のパートナーです。Cienaは、オープン環境で、ハードウェア、サービス、ソフトウェアを適応および接続し、現在と将来の「柔軟性のニーズを満たす」ネットワークを構築することによって、これを実現します。