Solutions Architect

Location: USA, UK or Europe

Alpha is a leading language service provider (LSP), with a global presence and a commitment to delivering cutting-edge tech-driven solutions.

Alpha CRC is seeking a dynamic Localization Solutions Architect to join our growing team. This role combines deep technical expertise in localization technologies with strong analytical and communication skills to drive growth in our technology-led language solutions portfolio.

Key Responsibilities:

- Sales Support: Assist the Business Development team in all aspects of the technical sales process, from technical discovery and solution design to proposal development, technical presentations, and deal closure.

- Consulting: Act as a trusted technical advisor to clients, identifying their localization technology pain points and designing tailored solutions that drive efficiency and scalability.

- Technology Expertise: Stay at the forefront of localization technology trends, including CAT tools, TMS platforms, API integrations, automation solutions, and emerging AI/ML technologies in the localization space to provide cutting-edge insights to clients.

- Technical Collaboration: Work closely with internal technical teams, project managers, and engineering experts to ensure seamless solution delivery and technical implementation success.

- Research and evaluation: Assess existing and emerging tools, platforms, and workflows to determine their suitability for translation and localization needs. This includes analysing translation management systems (TMS), machine translation engines, AI-based automation, connectors, and integration capabilities, etc.

- Knowledge Sharing: Share insights, experiences, and best practices among Alpha CRC teams and stakeholders. You will be collaborating with the Marketing Team to promote knowledge across the company.

Key Requirements:

Experience

- Proven experience in localisation engineering or solutions architecture, with a focus on complex technology solutions and services
- Demonstrated success in implementing localisation solutions from discovery to implementation, both on the client side and on the supplier side.
- Proven experience in localization technologies, translation management systems, or related enterprise software
- Strong understanding of all aspects of localisation: TEP, MTPE, terminology management, project management, MT/AI customisation, file processing, workflows, automation, quality assurance.

Technical skills

- Proficiency in solution architecture and technical documentation
- Implementation and customisation of Translation Management System
- Deep knowledge of CAT tools
- Deep knowledge of MT and AI implementation
- Automation and workflow management
- Experience in API integrations

Communication skills

- Confident technical communicator, capable of engaging with CTOs, IT directors, and technical decision-makers
- Strong consultative selling skills with the ability to help BDMs translate technical requirements into business solutions
- Experience with technical demonstrations, proof-of-concepts, and solution presentations

Industry knowledge

- Familiarity with the IT/technology/Games sectors and localization technology landscape

Personal Attributes:

- A self-starter with a proactive, results-oriented, and technically curious mindset
- Strong organizational and project management skills, with the ability to manage complex technical requests
- Analytical mind capable of unbiased technology evaluations and suggestions
- Capable of working alone but also within teams

- Adept of knowledge sharing: Actively promote the open exchange of information, insights, and expertise within the company
- Desirable: Fluency in a foreign language to better understand linguistic issues

About Alpha CRC:

Alpha has been at the forefront of the translation, localization and now globalization industries since 1987. We've built an in-house production model for the world's most demanding companies.

Alpha is a warm, lively and welcoming firm with over 30 nationalities represented in its 17 global offices. We service an impressive range of internationally known clients in various sectors.

What we offer:

- A competitive salary
- The opportunity to work with a global leader in the localization industry
- A supportive and collaborative team environment
- A flexible remote position
- Ongoing professional development and career growth opportunities
- The chance to make a significant impact in a dynamic and growing market

Application:

If you are a motivated and experienced Solutions Architect with a passion for localization technology and driving technical sales growth, we invite you to join Alpha CRC and help us expand our technology solutions footprint.

To apply, please submit your CV and a cover letter detailing your relevant technical and sales experience and why you are the ideal candidate for this role to **careers@alphacrc.com**.