



2103 CityWest Place Blvd,
Building 4, Suite 700
Houston, Texas 77042
(281) 419-9500 Phone
(281) 419-9508 Fax

Senior Director of Solution Architects

Job Description: Senior Director of Solution Architects

The Senior Director of Solution Architects serves as a Pre-sales Senior Evangelist reporting to the CRO in the Sales Department and possesses knowledge of TMS systems and an understanding of the transportation industry needs.

They interact with prospective customers through executive meetings, discovery conversations, solution demonstrations, executive presentations, and follow-up discussions. Their Primary role during an active sales cycle is to gain acceptance from the customer that PCS solution can solve the customer's problem and is the right choice over the other competitive offerings. During these cycles they often take on the role of a Solution Captain. In addition to deal support, he/she collaborates with sales teams to plan and execute business development strategies using solution tools and techniques.

Required Experience:

- Previous experience working with carriers, shippers, and brokers
- 3+ years of experience demonstration experience and presentation experience with various TMS systems and solutions
- Expert knowledge/expertise on end-to-end processes/solution matching
- Experience in sales and sales processes
- Excellent presentation and communication skills English: proficient
- 2+ years of experience managing a team of pre-sales platform engineers/demonstration engineers

Educational Requirements

Bachelor's degree

Primary Work Location: Open

Travel: Yes, up to 50%

Start Date: Immediately

Type: Full-time employment

PCS Core Values:

- **Initiative** – You take initiative as an owner and do not wait for direction to act.
- **Accountability** – You own all the actions and results associated with your job, including the by-product of your work at PCS.
- **Can-Do Attitude** – You believe in yourself and always demonstrate an achievable attitude.
- **Positive and Motivated** – You continuously radiate positive energy and raise the level of performance of those around you by keeping yourself and others positively motivated towards your daily, weekly, monthly, and yearly goals.
- **Say-Do Ratio** – Do what you say and say what you do. You constantly deliver results that match the words you speak. You then keep your promises to deliver on time or keep your peers and management updated to avert a crisis.
- **Integrity** – You are consistent and uncompromising in your strong personal and company values as well as ethical and business morals.
- **Honesty** – You are always truthful and transparent in your actions during the difficult times, not just the good times.

Company Background

PCS Software, Inc. is an AI platform for the transportation logistics marketplace providing the trucking industry's most effective transportation management platform (TMP) to improve fleet management and delivery systems and increase profits for our customers. Through innovation and invention, our software individualizes work routines, consolidates workflows, and streamlines management controls to improve accountability, transparency, and eliminate costly and redundant manual processes.

Trucking companies and freight brokers trust PCS to optimize their dispatch, accounting, and fleet operations. TL, LTL, Intermodal, and freight brokerage services use our TMP to automate operations, easily access information, and reduce inefficiencies to maximize sales and revenue. Founded in 1997 and located in Houston, Texas, PCS Software is the leading developer of hosted software solutions designed specifically for the ground transportation industry.

Why Join PCS?

PCS Software, Inc. is the perfect combination of a hyper-growth company with a fun work environment that rewards your hard work with amazing opportunities for career growth and personal development. If you want to be the newest member of a vibrant group of energized technology leaders in an innovative and entrepreneurial environment, then apply online today to start building solutions that customers will love to use and join a company that truly rewards your hard work and values your talented contributions. If you would like to compete for this highly sought-after position, please submit your resume to employment@pcssoft.com.

PCS Software, Inc. is also considered one of the best places to work because of our competitive compensation plans, comprehensive benefits plan with 100% company paid medical, dental, and vision premiums for you and your dependents, 401k with a 4% match, generous PTO package, a truly creative and fun working environment, complementary food/beverages in the office, paid training and development opportunities, paid gym/fitness facility membership, employee recognition programs, and amazing opportunities for career growth and personal development.

Work Authorization

No calls or agencies please. PCS Software, Inc. will only employ those who are legally authorized to work in the United States. This is not a position for which sponsorship will be provided. Individuals with temporary visas such as E, F-1, H-1, H-2, L, B, J, or TN or who need sponsorship for work authorization now or in the future, are not eligible for hire.

This job description provides many examples of the types of responsibilities required but is in not intended to be a comprehensive list. The incumbent will complete other job responsibilities as needed which are not specifically described in this document.

PCS Software, Inc. is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to sex, race, color, religion, national origin, age, marital status, political affiliation, sexual orientation, gender identity, genetic information, disability, or protected veteran status. We are committed to providing a workplace free of any discrimination or harassment. We thank all respondents for their interest in PCS Software, Inc. However, only those selected for an interview will be contacted.