Job Description: Solution Leader (Architect)

About the Role
We are looking for a seasoned **Solution Leader (Architect)** to lead client engagements and deliver world-class supply chain and technology solutions. Reporting to a Partner or Associate Partner, this role is responsible for managing project delivery, client relationships, and team performance across a variety of industries and solution areas. The Solution Architect also plays a key role in business development, talent growth, and driving innovation in our solution portfolio.

What You'll Do

- Lead client engagements, ensuring delivery excellence, scope management, and high client satisfaction.
- Manage project teams (2–10 FTEs) including Analysts, Consultants, and Architects, providing leadership, direction, and performance management.
- Support multiple smaller engagements simultaneously when required.
- Collaborate with Partners and Associate Partners on business development, client engagement, and sales opportunities.
- Partner with technical services leaders to align on scope, schedule, budget, and quality objectives.
- Drive staff growth and development, ensuring career progression paths and mentoring for team members.
- Contribute to solution innovation by recommending enhancements to tools, methodologies, and market offerings.
- Maintain a high level of utilization (target-80%+) while ensuring overall client service team utilization goals (85%) are met.
- Actively participate in strategic client engagements, including solution assessments, pre-sales demonstrations, and proposal development.
- Support both domestic and international client engagements, including travel as needed.

What We're Looking For

- **Experience:** 10–15 years of progressive experience in consulting, supply chain solutions, and project leadership.
- **Education:** Master's degree preferred (or equivalent experience).
- **Expertise:**
    - Recognized as an industry expert in supply chain processes and/or supply chain APS software solutions.
    - Proven track record consulting with Fortune 1000 clients, including international engagements.
    - Experience selling consulting services or supply chain solutions.
    - Mastery of at least two industry leading APS (or equivalent) modules (e.g., Demand Planning, Supply Planning, S&OP) with advanced knowledge of two additional modules/supply chain domain areas.
    - Strong understanding of end to end APS solution portfolio and supply chain best practices across multiple industries.

- **Leadership:**
    - Demonstrated ability to manage, mentor, and grow consulting teams.
    - Experience in developing and leading complex proposals, Statements of Work (SOWs), and solution strategies.
    - Skilled at influencing and managing client expectations, driving customer satisfaction and success within scope, timeline and budget.

Professional Attributes

- Recognized as a trusted leader with strong communication, organizational, and interpersonal skills.
- Ability to work across diverse teams and cultures, building strong client and internal relationships.
- Confident presenter, facilitator, and workshop leader with strong pre-sales presence.
- Entrepreneurial mindset—actively contributes to firm growth through networking, sales support, and solution innovation.
- Strong commitment to company culture, professional appearance, and promoting organizational vision and values.

Soft Skills

- Executive presence with the ability to represent the firm to clients, partners, and industry leaders.
- Proven ability to navigate complex business situations and create win-win outcomes.
- Self-starter with a customer-focused mentality, balancing strategic and tactical demands.
- Skilled at networking, relationship-building, and influencing outcomes both internally and externally.

Compensation & Benefits

- Competitive base salary: **$115,000 – $175,000**
- Eligible for client leadership incentive plan: **$5,000 – $70,000+**

To apply, submit your resume and cover letter on our Careers page at https://neosbyargonandco.com/careers/

Our approach is hands-on: we work alongside our clients, roll up our sleeves, and deliver meaningful change that produces measurable, enduring results. With teams across North America, Europe, and Asia-Pacific, we help clients around the world reach their highest potential. You can find us on the web at neosbyargonandco.com.

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