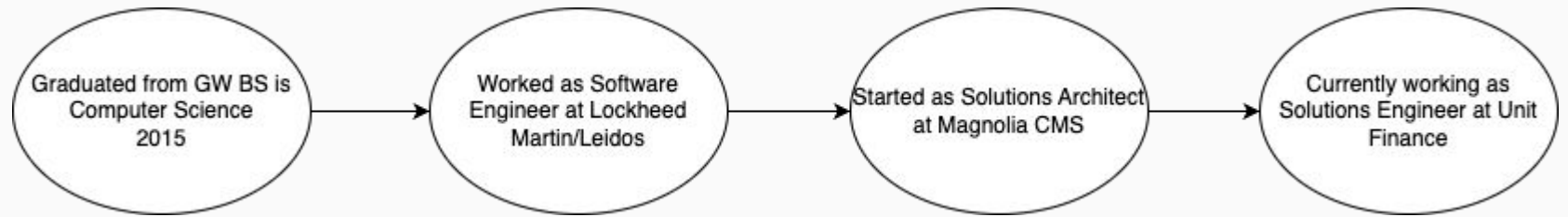


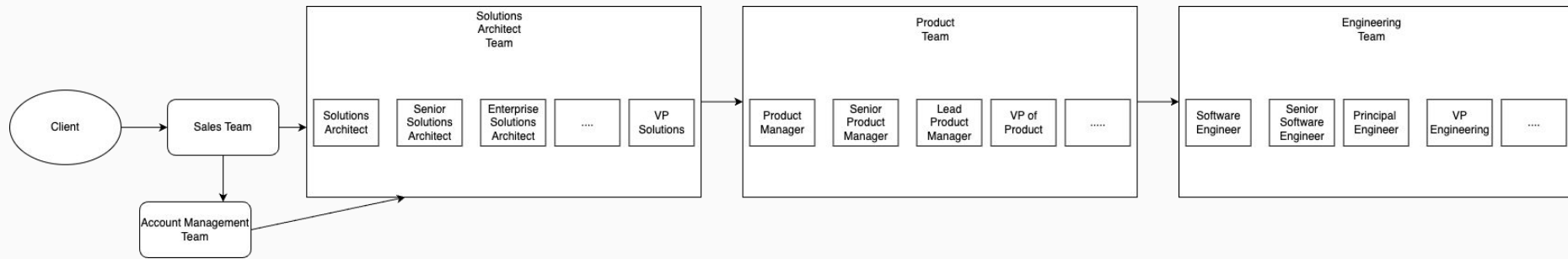
Solutions Architect as a Job



- There is no set career path to becoming a solutions architect, however many candidates enter the position from a background in software development
- Scope can vary company by company: pre-sales, post-sales, both, etc.
- Responsibilities at a startup, vs mid-size, vs. large company vary
- Title may vary based on company and scope: solutions engineer, sales engineer, client engineer
- Computer science gives you a great knowledge base to be a great solutions architect

My Experience





Comparing Responsibilities

Software Engineer

- Gathering and understanding the needs of clients/users
- Working with teams to design, develop, and test software
- Writing and testing code using various programming languages
- Evaluating and testing new software programs
- Creating documentation and manuals for maintenance and updates
- Keeping systems up to date and troubleshooting errors
- Making sure software is safe and secure

Solutions Architect

- Client facing technical contact
- Prepare and perform technical demos
- Advise prospects and clients on product, help define the customer strategy
- Deeply understand the customer's business objectives
- Design and apply solutions to their challenges
- Build and maintain relationships with client technical stakeholders
- Work with product and engineering teams to productize features needed client customer success customer needs and pain points to internal stakeholders (product and engineering teams)
- Travel in some cases

Comparing Skill Sets

Software Engineer

- More independent work
- Constantly strengthening coding ability and knowledge of current programming languages, best practices, etc.
- Less interactive directly with external stakeholders
- Focused on implementation
- Success measured by feature output, correctness, completeness, and customer usage

Solutions Architect

- Strong communication skills fostered
- Comfortable leading wide range of technical conversations
- Often involved in presales
- Ability to communicate products and solutions with non-technical stakeholders
- Interactive, lots of calls with prospects/clients/product and engineering team
- Often need to have knowledge of external systems
- Success measured by sales targets, client churn, client feedback

Comparing Pay Ranges

Software Engineer

How much does a Software Engineer make? ⓘ

Confident · 666,173 Salaries Submitted · Updated Jun 6, 2024

Experience

All years of experience

Industries

All industries

Total pay range

\$128K - \$207K/yr

\$161K/yr Median total pay

Pay breakdown

\$95K - \$145K/yr Base pay

\$33K - \$62K/yr Additional pay

Solutions Architect

How much does a Solutions Architect make? ⓘ

Confident · 7,951 Salaries Submitted · Updated Jun 6, 2024

Experience

All years of experience

Industries

All industries

Total pay range

\$172K - \$272K/yr

\$215K/yr Median total pay

Pay breakdown

\$126K - \$187K/yr Base pay

\$46K - \$85K/yr Additional pay

- Bonus more common, especially when focused on pre-sales

Software Information:

Banking API including application API, account API, card API, payment API, etc.

Prompt:

Client is a property management tool hoping to bank landlords and renters

Sample Problem

[link](#)

