



Job Description – Pre-Sales Solutions Architect (Cloud & Infrastructure)

Report to: Business Development Manager
Location: UK Based remote (travel with the UK for customer meetings)
Start date: ASAP
Term: Permanent (subject to probation period)
Security Clearance: Role requires NPPV3 and SC clearance

About Nine23

Nine23 is a trusted UK Sovereign, High-Assurance Managed Service Provider (MSP), delivering resilient and secure services that enable seamless interoperability – allowing teams to access the data and applications they need to work collaboratively.

Enablement is at the heart of everything we do. We believe that cyber security and resilience must be business-enabling—not a constraint.

Our services include Cyber Resilience Advisory & Assurance, UK Sovereign & Hybrid Cloud, Connected Data, Collaborative Working Tier 1/Tier 2, and Integration Service Management.

Our solutions are built to meet the most stringent regulatory compliance requirements and are fully aligned with NCSC/DSIT guidance and Secure by Design principles - providing assurance that the systems we design, build, and manage can protect sensitive data and deliver resilient services to our customers.

We have a talented team with shared values and aim to deliver exceptional services and solutions.

Nine23 is a friendly and fast-paced company that embraces an entrepreneurial spirit. As an ambitious company that is already growing, this is an opportunity to join an outcome, customer focused team and influence the direction of your career and the company.

The Role

Nine23 are seeking a highly skilled Presales Solutions Architect to support our Sales function; working with the customer, our Sales team, technical teams and service delivery team to design and position secure, compliant IT solutions for customers operating in regulated sectors (e.g., UK public sector, law enforcement and Defence sector). This role bridges Sales and Engineering, ensuring proposed solutions are technically robust, supportable, commercially viable, and aligned with regulatory requirements.

You will be representing the company in front of our customers and building relationships that push the momentum of the sales opportunities to support the delivery of exemplary services to our customers and the operational users.

Due to the nature of the role any candidate will need to have or be able to achieve SC Clearance which will need to be maintained as a condition of employment, with the potential of DV in the future.



Key Responsibilities

- Partner with Sales teams to qualify opportunities and understand customer business, technical, and compliance requirements
- Design end-to-end solutions across cloud, private cloud, networking, and infrastructure services
- Translate customer requirements into high-level and detailed solution architectures
- Lead technical discovery workshops, presentations, and solution demonstrations
- Produce Statements of Work (SoW), proposals, and technical documentation
- Ensure solutions meet regulatory and compliance standards (e.g., data protection, security frameworks)
- Work closely with Engineering and Delivery teams to ensure smooth transition from presales to implementation
- Provide input into service design, pricing, and risk assessment
- Stay current with emerging technologies, particularly in cloud and security

Required Skills & Experience

- Proven experience in a Presales, Solutions Architect, or similar client-facing technical role
- Experience with private cloud and infrastructure (e.g. Nutanix, Proxmox, VMware, OpenStack)
- Knowledge of public cloud services (e.g., Amazon Web Services, Microsoft Azure, Google Cloud Platform)
- Solid networking expertise (LAN/WAN, firewalls, VPNs, load balancing)
- Understanding of security and compliance frameworks (e.g., ISO 27001, GDPR, NIST)
- Ability to design scalable, resilient, and secure architectures
- Strong communication and stakeholder management skills
- Commercial awareness with the ability to align technical solutions to business value
- Passionate about delivering customer outcomes and supporting the end-user

Desirable Skills:

- Some experience of working with and/or exposure to, the UK Defence, Law Enforcement or National Security sectors.
- Certifications in cloud or architecture (e.g., AWS Solutions Architect, Azure Solutions Architect).
- Knowledge of hybrid cloud and multi-cloud strategies.
- Familiarity with automation and Infrastructure as Code (e.g., Terraform, Ansible).

Why Join Nine23?

- Work on nationally significant, high-assurance programmes
- Operate in a trusted, security-led environment
- High autonomy and visibility with senior leadership
- Opportunity to shape delivery practices as the organisation grows