

Senior Data Solutions Architect (Consulting)

Location: Essex / East London (Hybrid)

Reporting To: Director of Consulting

Role Overview

We are seeking a high-calibre Senior Data Solutions Architect to play a critical role in shaping, designing, and delivering impactful data solutions for our clients. This is a client-facing, commercially aligned consulting role, operating as a trusted advisor to both clients and internal stakeholders. You will work closely with the Director of Consulting, Delivery Manager, and Account Leads to define and deliver solutions that unlock value across the data landscape. You will balance technical expertise with commercial acumen, supporting opportunities from early engagement through to delivery, across organisations ranging from high-growth SMEs to large enterprise clients.

Key Responsibilities

CLIENT ENGAGEMENT & SOLUTION DESIGN

- Architect end-to-end data solutions aligned to business outcomes
- Translate technical concepts into value-led propositions
- Design scalable data platforms across Microsoft and other enterprise ecosystems such as GCP and AWS

SALES PARTNERSHIP & GROWTH

- Partner closely with Account Leads (ALs) across the sales lifecycle
- Support opportunity shaping, solution positioning, and client conversations
- Act as a technical-commercial bridge to convert client needs into solutions
- Support proposals, workshops, and client discussions

DELIVERY SUPPORT & OVERSIGHT

- Collaborate with Delivery Manager to ensure effective execution
- Provide architectural oversight during delivery
- Support problem-solving to ensure quality outcomes



Eden Smith

PEOPLE-FIRST DATA & AI TRANSFORMATION PARTNERS

CAPABILITY DEVELOPMENT

- Contribute to consulting capability growth
- Develop frameworks and best practices
- Support internal knowledge sharing and mentoring

Technology & Solution Focus

Strong emphasis on Microsoft technologies including Fabric, Azure Data Platform, and Power BI. Alongside exposure to enterprise platforms such as Databricks, GCP, and AWS. Focus is on selecting the right solution for the client, not platform constraint.

Client Range

- High-growth SMEs
- Mid-market organisations
- Enterprise transformation programmes

Key Skills & Experience

- Proven experience in data solution architecture in consulting roles
- Ability to balance technical depth with business value
- Experience across full lifecycle: discovery, design, sales, delivery
- Strong stakeholder engagement skills
- Experience supporting sales / account teams
- Broad understanding of cloud and data platforms

Why Join Eden Smith Group

- Work with senior leadership
- Influence consulting strategy
- Build a high-impact data capability
- Deliver meaningful client outcomes