



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. Experience with KetteQ, Kinaxis, Relex or similar APS tools is preferred.

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.

To apply, [visit our careers page here](#). Select the Atlanta office to make sure your resume and cover letter are routed properly.

About Argon & Co

Argon & Co is a global management consultancy specializing in supply chain strategy, transformation, and managed services. We partner with our clients to drive positive change by leveraging our deep knowledge across functional areas, industry expertise, and applying sophisticated analytics. Our world-class capabilities enable clients to unlock the full potential of their supply chains. We don't just create



strategies and transformation plans—we immerse ourselves in the details of supply chains to ensure real, lasting benefits.

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 argonandco.com/us.

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