



**Position:** Senior Solutions Architect

**Company:** Liquid, Inc.

**Work Location:** Remote (US/UK) – Full-time – Travel 40%+

## **Who We Are**

Liquid is doing for AI infrastructure what VMware did for x86 servers, bringing the agility of the cloud to the on-prem datacenter to dynamically allocate and share GPUs, memory, and other resources. This functionality is critical in running AI and advanced-data workloads in production (a.k.a. Inference). Liquid Matrix software enables global organizations to accelerate the adoption of AI, HPC and VDI by unlocking the bottleneck of GPU utilization and availability through dynamic pooling and sharing of AI resources for higher performance with less total cost, less power, and less hardware.

## **Reinvent How The World Runs AI Infrastructure**

AI infrastructure is being rebuilt in real time. GPUs are scarce and expensive, HBM is supply-constrained, and the economics of inference are forcing every serious operator to rethink how they architect compute. Liquid is one of the few credible answers at scale: we pool GPU and memory resources and assign them in software, so customers get **10x the tokens per second, 5x the tokens per dollar, and 2x the tokens per watt** out of the infrastructure they already own.

We're hiring a **Senior Solutions Architect** to lead technical pre-sales on our most important customer opportunities. This is the technical front line of that conversation working with demanding customers across AI, federal, and HPC, on a small senior team where your work is visible and your field signal reaches the people who build the product.

## **About the Role**

This is a hands-on, customer-facing, senior individual-contributor role for someone who can earn credibility with technical buyers, shape the architecture, run disciplined proofs of concept, and translate complex infrastructure into clear business value.

The right person can whiteboard a GPU inference cluster with a customer's principal engineer, run a PoC against agreed success criteria, and then turn the result into language that lands with a CFO, CIO, or program office. You'll own the technical strategy across your territory from early qualification through technical close, partnering closely with your Account Executive at every step.



## **Key Responsibilities**

- **Own the technical relationship** for accounts across your territory from first discovery through technical close to deployment.
- **Partner with your AE** on every meaningful opportunity: discovery, solution design, PoC scoping, RFP/RFI responses, and executive technical conversations.
- **Run discovery that gets to the real requirement** GPU utilization targets, workload mix, fabric constraints, and the economics behind the decision not just the stated spec.
- **Scope, run, and win PoCs** against explicit, customer-agreed success criteria, delivered on Liquid hardware at customer or partner sites and via Liquid-hosted remote labs. You own the full process: install, configure, test, drive to a decision.
- **Build and deliver compelling demos** of Liquid Matrix tailored to the workload in front of you AI training, inference at scale, HPC, and virtualization / VDI.
- **Contribute to the team's reference architectures, sizing tools, TCO models, and PoC playbooks** so the team scales faster than headcount.
- **Be the structured voice of the customer** back to Product and Engineering translating field signal into prioritized, evidence-backed input, and surfacing roadmap gaps (SLURM, Kubernetes, VDI, northbound integrations) early and with the context that makes them actionable.
- **Ensure clean technical hand-off** to deployment, customer success, and support, and stay engaged on your most strategic deployments.

## **What You Bring**

### **Experience**

- 5+ years in technical pre-sales, solutions architecture, or field engineering at a B2B infrastructure, systems, or AI infrastructure company.
- A track record of personally owning the technical work on competitive deals discovery, architecture, PoC, and technical close.
- Experience working alongside or through tier-one OEMs (Dell, HPE, Cisco, Supermicro, Lenovo, or equivalents) is a strong plus.

### **Technical depth**

- Solid, current knowledge of AI/ML infrastructure: GPU systems (H100/H200/B100/B200 class and successors), the memory hierarchy, and cluster-scale architecture for training and inference.
- Working command of the modern data center stack: server platforms, fabric and networking (CXL, PCIe Gen5/6, NVLink, InfiniBand, RoCE/Ethernet), and storage.
- Hands-on familiarity with virtualization and VDI (VMware and equivalents) and orchestration / scheduling (Kubernetes, SLURM) and an honest sense of where each is mature and where it isn't.



- Credible on the economics of infrastructure GPU utilization, cost-per-token, TCO not just the bits and bytes.

### **How you operate**

- Consultative by instinct you listen for the real problem before you reach for the product.
- A genuine sales partner you make your AE better, qualify honestly, and treat the number as partly yours.
- An owner, not a passenger, you take responsibility for your territory and don't wait to be told the next move.
- Curious by default, direct, and low-ego comfortable disagreeing with sales, product, or a customer when the technical reality warrants it, and comfortable being wrong.
- A clear communicator who can explain a composable architecture cleanly to an engineer, a CIO, or a CFO.
- Remote within reach of a major airport in your assigned region. Significant travel (40%+) to customers, partners, and periodic team meetings.

### **Join Us**

Embrace the opportunity to be part of a dynamic team, driving innovation in a thriving industry. Apply now to shape the future of IT infrastructure with Liquid. We look forward to receiving your application and exploring how you can contribute to Liquid's growth.

### **Compensation and Benefits**

- Base compensation: \$155k-175k depending on experience, plus unlimited commission
- Generous Medical/Dental/Vision/Life/Disability benefits package
- 401K
- Unlimited PTO
- Paid Company Holidays
- Cell phone stipend
- Free daily lunches provided in the office
- Flexible, casual work environment

*Liquid is committed to a diverse and inclusive workplace. Liquid provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.*



*This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.*