



<https://infinite-tactics.com/www/index.php/job/department-of-defense-solutions-architect/>

Department of Defense Solutions Architect

About Us

InfiniteTactics was established in 2016 as a Certified Veteran-Owned Small Business with headquarters in Beavercreek, OH near Wright Patterson, AFB.

InfiniteTactics produces cutting-edge solutions for national defense and is the premier provider of enterprise and large-scale secure access solutions. The company is renowned for the Analytics Gateway platform and suite of products focused on enabling customers to leapfrog a generation of technology and deploy workflows for modeling, simulation, analytics and artificial intelligence within on demand that is easy to use, secure, and scalable.

The InfiniteTactics team are experts in developing, leveraging, optimizing, and deploying interactive data analytics tools, machine learning applications, and artificial intelligence workflows on large-scale computation systems including state-of-the-art DoD high performance computing systems, classified computational clusters, commercial clouds and hybrid configurations. InfiniteTactics's technology is a digital force multiplier and enables the DoD to conduct computational work thousands of times faster, securely, and efficiently. .

If you are passionate about national security and advancing defense capabilities through technology, join us in building the future of military computing and analytics.

Role Overview

Solution Architects serve as the technical counterpart to our Business Development and partner channel teams. They are critical in aligning customer needs with the best technical solutions. They understand our technology and partners' offerings, ensuring our direct and combined solutions are effectively designed, positioned, and delivered. The Solution Architect will be responsible for understanding customer challenges, designing tailored solutions, and serving as a trusted technical advisor throughout the customer life cycle. Working closely with the Business Development Manager, you will engage with prospects, customers, and internal and external engineering teams to develop solutions that meet mission-critical requirements for utilization of HPC, AI, autonomy, cloud computing, cybersecurity, digital engineering and software engineering.

Successful Solution Architects demonstrate a blend of technical expertise, business savvy, strategic thinking, and customer engagement to drive successful customer results. They are the technical thought leaders and voice of the customer to advance product enhancements and identify strategic solution partners.

Key Focus Areas:

1. Pre-Sales Technical Support & Solution Design

- Work closely with the Business Development team to understand customer needs and craft tailored technical solutions.
- Translate business and mission requirements into scalable, secure, and high-performance architectures.

Hiring organization

InfiniteTactics

Job Location

Dayton, Ohio

Remote work from: OH

Date posted

March 3, 2025

Valid through

16.03.2025

- Design and document HPC, AI, cloud-based, and on-premise solutions, ensuring alignment with DoD security and compliance standards (e.g., FedRAMP, IL4/IL5,CUI, ATO processes).
- Develop and present technical demonstrations, proof-of-concepts (POCs), and architecture diagrams to prospects and customers.

2. Customer & Stakeholder Engagement

- Act as the primary technical resource during customer engagements, including discovery calls, solutioning workshops, and technical presentations.
- Clearly communicate complex technical concepts to both technical and non-technical stakeholders.
- Address customer questions, concerns, and objections regarding system architecture, security, performance, and scalability.
- Provide guidance on DoD cloud and on-prem infrastructure best practices for AI/ML, HPC, and M&S workloads.

3. Proposal Development & Solution Documentation

- Support the creation of technical proposals, whitepapers, and responses to RFPs/RFIs.
- Develop and maintain technical documentation, reference architectures, and solution playbooks for various customer use cases.
- Collaborate with engineering teams to refine proposed solutions based on feasibility and implementation constraints.

4. Implementation & Post-Sales Support

- Work with delivery teams to ensure smooth implementation and deployment of solutions.
- Provide technical oversight during pilot projects, POCs, and initial deployments to ensure alignment with customer expectations.
- Support customer success efforts by offering technical training, knowledge transfer, and ongoing advisory services.

Required Experience

- 7+ years of experience in solution architecture, systems engineering, cloud architecture, or technical consulting.
- Deep expertise in HPC, AI/ML, cloud computing (AWS GovCloud, Azure, on-prem HPC clusters), and cybersecurity.
- Strong understanding of DoD security frameworks, including FedRAMP, IL4/IL5,ATO processes, and CUI compliance.
- Ability to design scalable, secure, and high-performance architectures for mission-critical environments.
- Experience presenting technical concepts to C-level executives, IT leaders, and technical teams.
- Hands-on experience with containerization (Docker, Kubernetes), CI/CD pipelines, DevSecOps, and automation tools.
- Strong knowledge of network security, identity and access management (IAM), and zero-trust architectures.

Preferred Qualifications

- Active Security clearance preferred and experience working with DoD, intelligence, or federal agencies.

- Proficiency with high-performance data analytics, simulation workloads, and AI model deployment.
- Familiarity with RFP/RFI responses, technical proposals, and pre-sales solutioning.
- Cloud certifications (AWS Certified Solutions Architect, Azure Solutions Architect, etc.) are a plus.

Why Join Us?

- **Cutting-Edge Technology** – Work with AI, HPC, and secure cloud solutions at the forefront of defense and enterprise innovation.
- **Mission Impact** – Directly contribute to national security and digital transformation in critical sectors.
- **Career Growth** – Join a high-growth company with opportunities for professional development and leadership.
- **Competitive Compensation** – Base salary + performance bonuses + benefits package.
- **Flexible Work Environment** – Hybrid/remote options available depending on role requirements.