

Sample job posting: Industry Specialist

Title: Industry Lead Solutions Architect - Financial Services

Company: Databricks

Location: United States (Georgia; Illinois; Massachusetts; New York; North Carolina; Washington, D.C.)

Compensation: \$264,000 - \$363,000

Date: May 2025

About the role:

The Industry Lead Solutions Architect will serve as the connective tissue between GTM leadership, field teams, partners, and customers to deepen Databricks' Financial Services positioning by sub-industry. In this role, you will develop opinionated points of view (POVs), and be the primary technical owner of domain-specific messaging and tailored assets, that establish credibility with customer technical and business leadership. You will work with Databricks account and GTM teams to position Databricks as a strategic partner in solving customers' most critical business challenges across Financial Services sub-verticals.

This is a high-visibility individual contributor role that will bridge the gap between product capabilities and industry-specific business outcomes, working closely with account teams, partners, and product engineering to drive growth and technical excellence across your assigned vertical. You will split your time across customer-facing engagements, internal collaboration on content strategy and thought leadership, and partner engagement on joint GTM motions. You will report directly to the FS Tech GM leadership within the Financial Services team at Databricks.

Responsibilities:

- Define and execute the Databricks Industry strategy – work with Industry GTM leaders to lead creation and curation of high-quality, sub-industry-specific assets (POVs, demos, reference architectures, customer references, evaluation templates, implementation plans) that showcase Databricks' value for high-priority use cases across Financial Services sub-verticals (e.g., Capital Markets, Insurance, Banking, Payments, Professional Services, Alternative Investments, FinTech, Data Providers)
- Create standardized frameworks for asset quality and prioritization – define what "good" looks like for industry assets, and determine prioritization of asset creation including build-vs-partner decisions
- Drive joint GTM strategy with partners – collaborate with Global System Integrators (GSIs), Regional System Integrators (RSIs), and data partners to co-build assets, align partner solutions to Databricks sub-vertical POVs, and identify the right partners for specific use cases and implementations
- Embed with strategic Financial Services customers – engage directly with customer technical and business leadership, and advise on how Databricks solves their most pressing domain-specific challenges. Aggregate shared pain points across similar customers to refine messaging and asset creation strategy
- Guide customers through the full use case lifecycle – from establishing credibility and setting vision, through winning evaluations with "golden" POC templates and reference architectures, to realizing value with recommended implementation partners, sample SOWs, and value realization templates
- Scale Industry Adoption: You will act as the field enablement lead, training Solutions Architects (SAs) and partners on how to leverage Databricks assets to accelerate customer success globally.

Qualifications:

- Technical Expertise: 15+ years in a customer-facing pre-sales or consulting role, with deep experience in big data technologies (Spark, Delta Lake, MLflow) and cloud platforms (AWS, Azure, or GCP)
- Deep domain expertise in Financial Services – strong understanding of sub-industry dynamics across one or more of: Capital Markets, Banking & Payments, Insurance, Asset & Wealth Management, Alternative Investments, FinTech, or Financial Data Providers.

Ability to engage credibly with senior business and technology leaders (e.g., Heads of Markets Technology, Chief Data Officers, Heads of Quant Research)

- Proven ability to develop and execute industry-specific GTM strategies – experience building outcome-focused content, POVs, and technical assets that resonate with both business and technical personas
- Cross-Functional Partnerships: Experience working with global system integrators, consulting organizations, financial services technology, or financial services data providers is a positive differentiator
- Leadership & Enablement: Strong communication skills with a track record of mentoring technical teams and enabling partner ecosystems (GSIs and regional boutiques).
- Excellent communication and storytelling skills – ability to craft compelling narratives that connect Databricks platform capabilities to measurable business outcomes for Financial Services customers
- Education: Undergraduate degree or higher in an engineering or mathematics discipline (Computer Science, Applied Mathematics, etc.)