

# Byte

<https://www.byte.eco/job/23637/>

## Solutions Architect Public Sector

### Description

About the role: As a member of the Solutions Architect team at Anthropic, you will drive the adoption of frontier AI by developing bespoke LLM solutions within the US Government space. You'll leverage your customer-facing experience and technical skills to architect innovative solutions that address our customers' business needs, meet their technical requirements, and provide a high degree of reliability and safety. In collaboration with the Sales, Product, and Engineering teams, you'll help enterprise partners incorporate leading-edge AI systems into their products. You will employ your excellent communication skills to explain and demonstrate complex solutions persuasively to technical and non-technical audiences alike. You will play a critical role in identifying opportunities to innovate and differentiate our AI systems, while maintaining our best-in-class safety standards. Responsibilities: Act as the primary technical advisor for prospective Public Sector customers evaluating Claude. Demonstrate how Claude can address the customer's use cases through proofs of concept. Provide technical guidance on integration, deployment, and adoption best practices. Partner closely with account executives to understand customer requirements. Configure Claude's capabilities to showcase how it meets the customer's needs. Develop customized pilots and prototypes, as well as evaluation suites to make the case for customer adoption. Drive technical decision making by advising on optimal setup, architecture, and integration of Claude into the customer's existing infrastructure. Recommend solutions to technical roadblocks. Support customer onboarding by working cross-functionally to ensure successful ramp and adoption. Serve as an ongoing technical advisor throughout implementation and beyond go-live. Travel occasionally to customer sites for workshops, implementation support, and building relationships. Establish a shared vision for creating solutions that enable beneficial and safe AI. Lead the vision, strategy, and execution of innovative solutions that leverage our latest models' capabilities. You may be a good fit if you have: 2+ years of experience as a Customer Engineer, Forward Deployed Engineer, Sales Engineer, Solutions Architect, or Platform Engineer within the Public Sector space. Active security clearance is required. Designed novel and innovative solutions for technical platforms in a developing business area. Strong technical aptitude to partner with engineers and proficiency in software engineering. The ability to navigate and execute amidst ambiguity, and to flex into different domains based on the business problem at hand, finding simple, easy-to-understand solutions. Excitement for engaging in cross-organizational collaboration, working through trade-offs, and balancing competing priorities. A love of teaching, mentoring, and helping others succeed. Excellent communication and interpersonal skills, able to convey complicated topics in easily understandable terms to a diverse set of external and internal stakeholders. You enjoy engaging in cross-organizational collaboration, working through trade-offs, and balancing competing priorities. Passion for thinking creatively about how to use technology in a way that is safe and beneficial, and ultimately furthers the goal of advancing safe AI systems. Deadline to apply: None. Applications will be reviewed on a rolling basis. Please mention the word \*\*FRIENDLY\*\* and tag RMjE2LjI0NS4yMjEuOTE= when applying to show you read the job post completely (#RMjE2LjI0NS4yMjEuOTE=). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

### Contacts

Job listing via [RemoteOK.com](https://www.remoteok.com)

### Hiring organization

Anthropic

### Job Location

Remote

### Base Salary

\$ 55000 - \$ 107500

### Date posted

June 1, 2024

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