

Solutions Engineering Consultant – Software Product Discovery (Healthcare Solutions) - v1 (2026.01)

Job Title: Solutions Engineering Consultant – Software Product Discovery (Healthcare Solutions)

Location: Remote / Hybrid / Office

Department: Solutions Engineering

Reporting to: Head of Solutions Engineering

Working time: 9:00am – 6pm Bulgaria time

Position Summary:

We are looking for an experienced and versatile **Solutions Engineering Consultant** to lead the discovery and solution design phases for software products in the healthcare domain.

The role bridges the expertise of **business analysis, solution architecture, consulting, and client advisory**, ensuring that each discovery initiative results in a clear, feasible, and value-driven product roadmap.

As a key member of the **Solutions Engineering team**, you will work **directly** with clients, business stakeholders, and technical teams to identify business challenges, design tailored software solutions (often built around **AI-driven technologies**) and translate these into successful implementation strategies.

In certain engagements, you will act as the “**CTO as a Service**,” guiding clients strategically and technically through the entire software product lifecycle.

Key Responsibilities:

Discovery & Analysis:

- Lead comprehensive product discovery workshops with healthcare clients, identifying their business needs, goals, and challenges.
- Translate client requirements into actionable functional and in-depth technical specifications.
- Perform stakeholder analysis, process mapping (and even market/competition assessment when augmenting your consultancy).

Solution Architecture & Consulting:

- Design scalable, secure, and interoperable software solutions aligned with healthcare industry best practices and standards (FHIR, HL7, HIPAA, GDPR).

- Produce architectural blueprints, integration plans, and technology stacks consistent with client IT ecosystems.
- Evaluate and incorporate AI and data-driven capabilities into proposed solutions where applicable.

Presales & Client Advisory:

- Collaborate with the Business Unit (Sales Department) to support technical presales activities – RFPs, proposals, demos, and proof-of-concepts.
- Act as a trusted advisor to clients, representing both technical excellence and deep understanding of business outcomes.
- Assist in shaping project scope, effort estimation, and delivery strategy for proposal development.
- Participate in presentations and client meetings, clearly articulating solution rationale and business value.

Collaboration & Communication:

- Coordinate closely with the Solutions Engineering and Delivery teams to ensure seamless transition from discovery to implementation.
- Share knowledge and insights with other Solutions engineers on a daily basis to maintain consistency and continuous improvement across engagements.
- Prepare and maintain structured documentation: discovery reports, architecture decks, functional specifications, and risk assessments.

Required Qualifications:

- Bachelor's or Master's degree in Computer Science, Information Systems, or a related field.
- **5+ years of hands-on software development experience** in one of Python, Go, PHP or C# (no Java or C++) (preferably using modern web or cloud technologies), ensuring the ability to perform accurate effort estimations and understand underlying architectural implications.
- **2+ years of hands-on experience in developing Front-end of web applications** (again, you cannot have an eye of effort estimation without practical past experience)
- **3+ years on a direct client facing position** (like TL. Product Owner or Solution Architect)
- **2+ years of experience in technical presales, product owner, or solution architecture** – preferably within healthcare or enterprise software domains.
- Strong understanding of modern software architectures (microservices, RESTful APIs, cloud-native, data-driven design).
- Experience in integrating AI and analytics features into enterprise software solutions.
- Ability to design and communicate complex technical concepts to both technical and non-technical audiences.
- Proven experience leading client-facing discovery sessions and workshops.
- Excellent communication, presentation, and relationship-management skills.
- Strong analytical thinking, problem-solving, and documentation abilities.

Preferred Qualifications:

- Knowledge of healthcare IT standards (FHIR, HL7, DICOM) and regulations (GDPR, HIPAA).
- Understanding of cloud ecosystems (AWS, Azure, GCP), integration platforms, and enterprise security concepts.
- Prior exposure to AI/ML solutions in healthcare, interoperability platforms, or digital health systems.
- Experience playing hybrid roles in presales and early delivery contexts (e.g., business analyst + architect + consultant).
- Prior experience in “CTO as a Service” or technical advisory roles.

Key Performance Indicators (KPIs):

- Successful completion of client discovery phases within agreed scope and timelines.
- Quality and clarity of produced discovery and architecture documentation.
- Win rate improvement and client satisfaction scores for supported opportunities.
- Effective collaboration with internal teams and contribution to reusable discovery/solution frameworks.
- Demonstrated innovation and alignment with departmental objectives.

What We Offer:

- A collaborative, innovation-driven environment combining healthcare domain expertise with advanced technology.
- Freedom to work remotely, hybrid, or from the office, with flexible collaboration tools.
- Opportunity to shape healthcare solutions powered by modern software, data, and AI technologies.
- Continuous professional growth through technical mentorship, training programs, and cross-functional engagement.

How to Apply

Send your **CV** and a short note describing your motivation for joining the **Solutions Engineering**. You must have worked and must have some **portfolio samples, GitHub repositories, or documentation examples** demonstrating your discovery or architectural work - please include them in your application! 😊

During the interview, you'll be challenged to prove you are great in:

- Database and Data modeling
- Backend architecture planning
- User experience (UX) best practices understanding