



VN: Job Description – Pre-sales Intern / Solutions Architect Intern

About eCloudvalley

eCloudvalley (www.ecloudvalley.com) is a born-in-the-cloud AWS Premier Consulting Partner with a vision and mission to successfully evolve and accelerate each of our customers' journey to the Cloud. Established in 2014, eCloudvalley has a global footprint across the APAC region and has built strong localized teams in each country with multiple competencies and certifications focused on Managed Services, Cloud Migration, AI & Data, SAP, and Development, among others.

JOB OVERVIEW

We are seeking a curious and motivated Solutions Architect Intern / Pre-sales Intern to support our pre-sales team in Vietnam. In this role, you will work alongside experienced Solutions Architects and pre-sales professionals to explore real customer challenges, research AWS cloud and GenAI technologies, and contribute to the development of tailored cloud solutions. This is a unique opportunity to gain end-to-end exposure to the pre-sales lifecycle — from opportunity discovery to proposal development — in one of AWS's leading consulting partners in the APAC region.

KEY RESPONSIBILITIES

1. Internal Document Preparation

- Assist in creating and maintaining pre-sales documents, solution templates, and reference materials.
- Organize and update internal knowledge bases, proposal libraries, and case study repositories.
- Support the standardization of documentation to ensure consistency across the pre-sales team.

2. AWS Service Research & Hands-on

- Research AWS cloud services, with a focus on GenAI, Data, and Infrastructure solutions.
- Conduct hands-on labs and proof-of-concept exercises in AWS sandbox environments.
- Summarize findings on AWS services (e.g., Amazon Bedrock, Lambda, DynamoDB, API Gateway) into clear, actionable briefs for the team.

3. Proposal Assist

- Support Solutions Architects in preparing customer proposals, solution blueprints, and technical presentations.
- Assist in tailoring proposal content to specific customer industries, use cases, and business objectives.
- Review and proofread proposal documents to ensure accuracy, clarity, and quality.

4. Meeting Notes

- Attend internal and customer-facing meetings, capturing key discussion points, action items, and decisions.



- Distribute clear and organized meeting summaries to relevant stakeholders in a timely manner.
- Help track follow-up actions to ensure alignment between pre-sales and delivery teams.

5. Marketing, Webinar & Event Contribution

- Support the preparation of technical content, presentation materials, and demo scripts for AWS-related webinars and customer events.
- Assist Solutions Architects in delivering webinar sessions, including live Q&A support and follow-up documentation.
- Research relevant topics (cloud, GenAI, data) to contribute ideas for webinar themes and session content.
- Help coordinate pre-event logistics such as audience targeting, invitation outreach, and post-event follow-up with prospects.

QUALIFICATIONS

- Currently pursuing or recently completed a Bachelor's degree in Computer Science, Information Technology, Business, or a related field.
- Basic understanding of Cloud Computing concepts (AWS or other cloud platforms is a plus).
- Interest in Generative AI, data solutions, or cloud architecture — hands-on experience at lab or free-tier level is a plus.
- Strong written and verbal communication skills; ability to synthesize technical information into clear documents.
- Detail-oriented with good organizational and time management skills.
- Proficient in Microsoft Office or Google Workspace (Docs, Slides, Sheets).
- English proficiency for reading technical documentation; conversational English is a plus.
- Eagerness to learn, proactive attitude, and ability to work both independently and collaboratively.
- AWS Cloud Practitioner certification or any foundational cloud certification is a plus.

WHAT WE CAN OFFER

- 3-month internship allowance VND5,000,000 million / month after internship completion
- Hands-on exposure to real pre-sales and cloud solution engagements with enterprise customers.
- Mentorship from senior Solutions Architects and pre-sales professionals.
- Direct experience with AWS GenAI and data technologies in a live business context.
- Access to AWS sandbox environments for self-driven learning and experimentation.
- Support for pursuing AWS certifications during and after the internship.
- Potential for full-time employment upon successful internship completion.

HOW TO APPLY

Send your CV and portfolio (if available) to: ngoc.ly@ecloudvalley.com