

# [Podcast Episode 86 - Kelly Goolsby \(@kgool\)](#) [from Liquid Web on Managed Service](#) [Advantage and IT Architect Tips](#)

Kelly Goolsby is Director of Solution Architecture at Liquid Web (<https://liquidweb.com>) and joins me for a great discussion around how managed services and managed cloud is a win for organizations and much more. We discuss the tips that make a great architect, career progressions, navigating the effective sales process, and all things in between.

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