**Director, Microsoft Technology Center**

Date posted

**May 09, 2024**

Job number

**1716481**

Work site

**Microsoft on-site only**

Travel

**0-25 %**

Role type

**People Manager**

Profession

**Technology Sales**

Discipline

**Technology Specialists**

Employment type

**Full-Time**

**Overview**

Microsoft Technology Centers (MTC) are collaborative environments that provide the place, experience, and expertise to help organizations achieve their digital transformation ambitions by leveraging the power of Microsoft Cloud solutions and services. We live Microsoft’s mission to “empower every person and every organization on the planet to achieve more.”   As employees we come together with a growth mindset, innovate to empower others, and collaborate to realize our shared goals. Each day we build on our values of respect, integrity, and accountability to create a culture of inclusion where everyone can thrive at work and beyond.

Microsoft is hiring a Director of the Microsoft Technology Center (MTC) located in Chicago, IL, and this is an on-site role. The MTC Director is a customer and technical leader at the forefront of our customers’ digital transformation. The mission of the Microsoft Technology Centers is to drive an extraordinary customer experience. The MTC Director manages a state-of-the-art facility and customer experiences where we take on customers’ most challenging and complex scenarios – business and technical – to help them achieve transformational business outcomes.

You will lead an elite technology team with extraordinary consultative skills and experience. Core to the role is managing Microsoft, Partner, and strategic relationships to enable scale and consistency. You will work on complex projects for top companies—from start-ups to our largest global partners. You will move seamlessly between on-premises, cloud, hybrid, and mobile solutions. You will be a strategic leader for the Microsoft Chicago sales and partner ecosystem and help set the direction for how we articulate Microsoft’s vision and differentiate from our competition.

Relocation assistance is unavailable for this role.

**Qualifications**

**Required Qualifications:**

* 8+ years of technical pre-sales or technical consulting experience
* OR Bachelor's Degree in Computer Science, Information Technology, or related field AND 6+ years of technical pre-sales or technical consulting experience
* OR Master's Degree in Computer Science, Information Technology, or related field AND 4+ years of technical pre-sales or technical consulting experience
* OR equivalent experience.
* 7+ years of enterprise customer-facing experience identifying technical requirements, leading discovery, envisioning, strategy, and technical close plan discussions with CxOs, BDM (Business Decision Makers), technical SMEs (Subject Matter Experts), LoBs (line of business) in technical presales/sales, customer success-type roles, and/or experience leading organization-wide digital transformation projects.
* 5+ years of demonstrated experience in leading high performing customer facing technical teams to drive impact and influence sales.

**Additional Qualifications:**

* 10+ years’ enterprise experience with consultative or solution selling processes
* 3+ years of People Management experience.
* Familiarity with cloud solutions is highly desirable: Azure, GCP (Google Cloud Platform), AWS (Amazon Web Services) (IBM (International Business Machines), IBM (International Business Machines), etc.
* Demonstrated project management skills and experience, and ability to effectively execute strategic plans.
* Effective interpersonal, presentation, verbal, and writing skills.
* Demonstrated commitment to customer and partner satisfaction, including internal customers.
* Ability to thrive in a team environment.
* Self-starter who takes ownership of opportunities, works independently, manages multiple simultaneous projects, and deals well with ambiguity and last-minute changes.
* Ability and passion necessary to develop and maintain technical excellence with emerging technologies, including competitive technologies, while continuing to manage customer opportunities.

Technology Specialists M5 - The typical base pay range for this role across the U.S. is USD $124,800 - $242,600 per year. There is a different range applicable to specific work locations, within the San Francisco Bay area and New York City metropolitan area, and the base pay range for this role in those locations is USD $159,000 - $264,000 per year.

Certain roles may be eligible for benefits and other compensation. Find additional benefits and pay information here: <https://careers.microsoft.com/us/en/us-corporate-pay>

Microsoft will accept applications for the role until May 27, 2024.