**Cloud Endpoint Technical Specialist**

ate posted

**May 02, 2024**

Job number

**1710848**

Work site

**Up to 50% work from home**

Travel

**0-25 %**

Role type

**Individual Contributor**

Profession

**Technology Sales**

Discipline

**Technology Specialists**

Employment type

**Full-Time**

**Overview**

Are you inspired to help customers empower their employees, maximize the employee experience, and do great work using the devices and apps they love? We are looking for someone to help customers who are undergoing significant changes to the way they work as we continue to shift into a truly hybrid work model. Microsoft is at the forefront of this transformation come and help organizations rethink aspects of their business in a way that sets them and their people up for success in this new world of work.

Join our Modern Work Team as a Cloud Endpoint Technical Specialist and help our enterprise customers modernize their endpoints and embrace a Zero Trust security model. As a pre-sales technical specialist your primary goal is to establish confidence and win our customers’ trust to use M365 Solutions which comprise of Windows endpoints (physical or virtual) managed by Modern IT using Microsoft Endpoint Manager, Azure AD, and through ‘as-a-service’ model technologies. You will partner closely with the field sales solution specialists to understand our customers’ business challenges, determine the necessary technology strategy and remove technical blockers enabling digital transformation.

Microsoft’s mission is 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.

**Qualifications**

Required/Minimum Qualifications

· Technical pre-sales or technical consulting experience

o OR Bachelor's Degree in Computer Science, Information Technology, or related field AND technical pre-sales or technical consulting experience

o OR Master's Degree in Computer Science, Information Technology, or related field AND technical pre-sales or technical consulting experience

o OR equivalent experience.

Additional or Preferred Qualifications

·Extensive technical pre-sales, technical consulting, or technology delivery, or related experience

· Experience with cloud and hybrid, or on premises infrastructures, architecture designs, migrations, industry standards, and/or technology management.

· Certification in relevant technologies or disciplines (e.g., Office 365, Power BI, Azure Architect and Development exams, Cloud Platform Technologies, Information Security, Architecture).

**Responsibilities**

* Domain Expertise You will develop and maintain advanced to expert level technical subject matter expertise in Microsoft products and product differentiators in assigned Solutions Plays (including Windows 11, Windows 365, Intune, Microsoft Endpoint Manager, Microsoft Azure Active Directory, Azure Virtual Desktop, Surface and managed service solutions such as AutoPatch, Microsoft Managed Desktop, etc.
* Scale Customer Engagements You will be a trusted advisor and consultative technical seller with a growth mindset by developing and maintaining advanced to expert level delivery, discovery, demo, and whiteboarding skills.
* Build Strategy You will be knowledgeable about Microsoft product strengths and the weaknesses of our competition in order to unblock competitive blockers and win the technical decision for Microsoft.
* Solution Design and Proof You will win the technical decision and intent by gaining a deep understanding of a customer’s business and differentiate Microsoft in complex selling environments by sharing insights, reframing the status quo and quantifying business impact that motivates customers to take action. You will know when and how to escalate blockers, when to push back on customer objections, and how to unblock technical blockers with the customer.
* Scale Through Partners: you will engage in partner sell-with scenarios by collaborating with partners to carry out technical engagement activities and acting as a source of trusted partner knowledge.