**Senior Technology Specialist - Azure Core**

Date posted

**Apr 23, 2024**

Job number

**1694047**

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 insatiably curious, deeply passionate about the realm of Azure Core, and ready to tackle complex challenges in a dynamic environment? If so, we invite you to join our team as a Senior Technology Specialist - Azure Core at Microsoft.

Your work week will be dynamic, with 75% focused on engaging with customers—planning, preparation, and various meetings, including technical presentations, demos, and workshops. The remaining 25% will be dedicated to continuously enhancing your technical expertise, staying abreast of industry trends, and understanding the realm of Azure Core.

At Microsoft, our mission is to empower every person and every organization on the planet to achieve more. As a team, we embrace a growth mindset, foster innovation, and collaborate to realize shared goals. Upholding values of respect, integrity, and accountability, we create a culture of inclusion where everyone can thrive at work and beyond.

By applying for this role, you open yourself up to multiple opportunities within Microsoft across the United States, extending beyond the initially posted location. This role offers flexibility, allowing you to work up to 50% from home, with travel percentages varying based on the role's requirements. Join us in shaping the future of Azure Core at Microsoft.

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.

In alignment with our Microsoft values, we are committed to cultivating an inclusive work environment for all employees to positively impact our culture every day.

**Qualifications**

**Required/Minimum Qualifications**

* 5+ years technical pre-sales or technical consulting experience
  + OR Bachelor's Degree in Computer Science, Information Technology, or related field AND 4+ years technical pre-sales or technical consulting experience
  + OR Master's Degree in Computer Science, Information Technology, or related field AND 3+ years technical pre-sales or technical consulting experience
  + OR equivalent experience.

**Additional or Preferred Qualifications**

* 8+ years technical pre-sales, technical consulting, or technology delivery, or related experience
  + OR equivalent experience.
* 6+ years experience with cloud and hybrid, or on premises infrastructures, architecture designs, migrations, industry standards, and/or technology management.

Technology Specialists IC4 - The typical base pay range for this role across the U.S. is USD $101,200 - $194,800 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 $130,000 - $213,200 per year.

Technology Specialists IC5 - 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: [US corporate pay information | Microsoft Careers](https://careers.microsoft.com/v2/global/en/us-corporate-pay.html)

Microsoft will accept applications and processes offers for these roles on an ongoing basis.

**Responsibilities**

**Scale Customer Engagements**

* Anticipates customer needs and issues through data gathering.
* Uses knowledge of customer context and solution or portfolio expertise to build credibility with customers.
* Ensures technical wins for core technologies by independently driving technical discussions with customers. Improves customer interactions through feedback and observation.
* Engages other resources, leveraging basic resource knowledge, for key areas of technology as needed to overcome technical blockers on assigned technology set.

**Leverage Partner Ecosystem**

* Engages in partner sell-with scenarios by collaborating with partners to carry out technical engagement activities and acting as a source of trusted partner knowledge.
* Supports partner technical capacity by identifying resources to scale and aligning with Microsoft training offerings.

**Build Strategy**

* Shares competitive insights from customer sessions with colleagues and escalates competitive situations to influence compete strategies.
* Provides strategic, technical input based on Microsoft capability at the account level to contribute to strategy development.
* Tailors Microsoft messaging to audience and captures and shares customer feedback using knowledge of specific Microsoft solutions and their context in a competitive landscape.

**Solution Design and Proof**

* Demonstrates and oversees demonstrations (e.g., architectural design sessions, proof of concept [POC] sessions) of solutions based on specific Microsoft products through initial engagements. Leverages partner/customer teams as needed to prove product capabilities and integration into customer environment.
* Presents and applies reference architectures to partners or customers for their technology sets.
* Expands awareness of and begins practicing digital transformation sales methodologies (e.g., challenger sales).

**Education**

* Consumes and leverages readiness materials to expand domain knowledge and practices expertise by communicating with customers, partners, and senior colleagues to expand knowledge of architecture.
* Demonstrates new and updated products to increase internal virtual teams' product understanding.
* Participates as a member in the Microsoft tech community, attends community calls, sessions, hackathons, etc., and acts as a resource for their technology area.

**Other**

* Embody our [culture](https://nam06.safelinks.protection.outlook.com/?url=https%3A%2F%2Fcareers.microsoft.com%2Fus%2Fen%2Fculture&data=04%7C01%7Closmit%40microsoft.com%7C27f2181d96804234953708d8f3b22d06%7C72f988bf86f141af91ab2d7cd011db47%7C1%7C0%7C637527293867872556%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C1000&sdata=QnmEU%2BvawaPM5eEUL1FxWPmhizgKnDLFj6dlUTOWRB0%3D&reserved=0) and [values](https://nam06.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.microsoft.com%2Fen-us%2Fabout%2Fcorporate-values&data=04%7C01%7Closmit%40microsoft.com%7C27f2181d96804234953708d8f3b22d06%7C72f988bf86f141af91ab2d7cd011db47%7C1%7C0%7C637527293867882502%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C1000&sdata=p3lkWaIXzH3t9t1hS9bOfKhtDFWPj6gi8zZU94LWRso%3D&reserved=0)