**Technology Specialists (Modern Work Solution)**

Date posted

**May 10, 2024**

Job number

**1717365**

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**

Engages with and guides customers toward technical decisions to purchase and use Microsoft technology. Leverages sales strategy to address customer digital transformation and align technology to customer business needs. Understands customer needs, collects customer feedback, and provides strategic input to customers. Demonstrates Microsoft solutions to prove capabilities, applies architectures to client scenarios, and engages in partner sell-with scenarios to leverage partner ecosystem. Acts as an orchestration point for technical resources and works to resolve blockers in order to achieve solution implementations.

**Qualifications**

Required/Minimum Qualifications

· 8+ years technical pre-sales or technical consulting experience

o OR Bachelor's Degree in Computer Science, Information Technology, or related field AND 7+ years technical pre-sales or technical consulting experience

o OR Master's Degree in Computer Science, Information Technology, or related field AND 5+ years technical pre-sales or technical consulting experience

o OR equivalent experience.

**Responsibilities**

1. **Scale Customer Engagements:**
   * Proactively engage with key customer technical decision makers and influencers.
   * Use deep technical, domain, and industry knowledge to build credibility with customers.
   * Lead and ensure complex technical wins by establishing rules of engagement, coaching others, and leveraging knowledge of processes and programs.
   * Align Microsoft technologies with future sector standards and requirements.
2. **Leverage Partner Ecosystem:**
   * Scale wins through partners by promoting them within the Microsoft ecosystem.
   * Support partner technical capacity by monitoring resources and identifying new partnership opportunities.
3. **Build Strategy:**
   * Develop competitive knowledge and share it within the community.
   * Proactively respond to specific market threats by identifying trends and delivering feedback.
   * Shape strategic win and customer success plans based on Microsoft offerings and market context.
4. **Solution Design and Proof:**
   * Conduct demonstrations of solutions based on multiple products.
   * Adapt architecture patterns to accommodate complex customer requirements.
   * Apply advanced sales methodologies to guide customers through digital transformation solutions.
5. **Education:**
   * Build readiness plans for peers and identify learning opportunities.
   * Act as a technical thought leader by sharing best practices and delivering content at Microsoft events.