**JD – 2**

Job description

Microsoft aspires to help our customers achieve their own digital transformation, leveraging the power of Microsoft Cloud solutions and services. To this end, Microsoft is investing in a dedicated Customer Success team that will help Microsoft customers successfully adopt Microsoft Cloud solution and services.  
  
We are looking for a highly motivated and passionate Advanced Analytics and Artificial Intelligence Cloud Solution Architect to drive high priority customer initiatives on the Microsoft Azure Platform in collaboration with customers and the Microsoft field in strategic accounts segment of our business. This is a customer facing role, owning overall technical relationship between customer and Microsoft Advanced Analytics and Artificial Intelligence Platform.  
  
Microsoft envisions a world where passionate innovators come to collaborate, envisioning what can be and taking their careers places they simply couldn’t anywhere else. This is a world of more possibility, more innovation, more openness, and sky’s-the-limit thinking - a cloud-enabled world.  
  
Our mission is to empower every person and every organization on the planet to achieve more. This mission is ambitious and at the core of what our customers and employees care deeply about. We have unique capability in harmonizing the needs of both individuals and  
  
organizations. We deeply care about taking our ideals and vision global and making a difference in lives and organizations in all corners of the planet.  
  
We are always learning. Insatiably curious. We lean into uncertainty, take risks, and learn quickly from our mistakes. We build on each other’s ideas, because we are better together. We stand in awe of what humans dare to achieve and are motivated every day to empower others to  
  
do more and achieve more through our technology and innovation. Together we make a difference.  
  
To learn more about Microsoft’s mission, please visit: https://careers.microsoft.com/mission-culture  
  
Check out all of our products at: http://www.microsoft.com/en-us  
  
**Responsibilities**You will own the Advanced Analytics and Artificial Intelligence technical customer engagements including: architectural design sessions, specific implementation projects and/or Pilots. The ideal candidate will have experience in customer-facing roles and success leading deep  
  
technical architecture discussions with senior customer executives, Enterprise Architects, IT Management and Developers to drive Advanced Analytics and Artificial Intelligence solutions.  
  
**Key Responsibilities Include**

* Understand customers’ overall data estate, IT and business priorities and success measures to design implementation architectures and solutions (Microsoft and 3rd party solutions) using advanced analytics and artificial intelligence
* Apply technical knowledge to architect solutions that meet business and IT needs, create AA/AI roadmaps, and ensure long term technical viability of new deployments, infusing key analytics and AI technologies where appropriate (e.g. Azure ML, ML Server, BOT framework, Cognitive Services, Azure Databricks, etc.)
* Develop deep relationships with key customer IT decision makers, who drive long-term cloud adoption within their company to enable them to be cloud advocates
* Maintain and advance deep technical skills and knowledge, keeping up to date with market trends and competitive insights, and share within the technical community
* Be a Voice of Customer to share insights and best practices, connect with Engineering team to remove key blockers
* Be an Azure Platform evangelist with customers, partners and external communities
* Assess the Customers' knowledge of Azure platform and overall cloud readiness to support customers through a structured learning plan and ensure its delivery through partners

**Qualifications**Education, Key Experiences, Knowledge and Skills:

* Technical Degree: min of Bachelors in Computer Science or adjacent fields
* Deep understanding of Microsoft AI and data platform technologies, BI technologies, with the technical aptitude and experience to learn new technologies and understand relevant cloud trends
* Breadth of technical experience and knowledge, with depth in two or more of the following areas: Business Intelligence, Big Data, Data Governance, Data Science, Machine Learning, Artificial Intelligence
* 5+ years of success in consultative/complex technical sales and deployment projects (where necessary, managing various stakeholder relationships to get consensus on solution/projects) required
* Proven track record of building deep technical relationships with senior IT executives and growing data services in large or highly strategic accounts
* Proven track record of driving decisions collaboratively, resolving conflicts and ensuring follow through with exceptional verbal and written communication skills
* Presentation skills with a high degree of comfort with both large and small audiences (Senior Executives, IT management and developers)
* Prior work experience in a Consulting/Architecture position within a software and/or services company such as Amazon, Google, SalesForce, VMware, Google, IBM, Avanade, T-Systems, Wipro, CSC, HP, Infosys, ServiceNow, Dell, TCS

Microsoft is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to age, ancestry, color, family or medical care leave, gender identity or expression, genetic information, marital status, medical condition, national origin, physical or mental disability, political affiliation, protected veteran status, race, religion, sex (including pregnancy), sexual orientation, or any other characteristic protected by applicable laws, regulations and ordinances. We also consider qualified applicants regardless of criminal histories, consistent with legal requirements. If you need assistance and/or a reasonable accommodation due to a disability during the application or the recruiting process, please send a request via the Accommodation request form.  
  
Benefits/perks may vary depending on the nature of your employment with Microsoft and the country where you work.