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# Example of Technology Solutions Professional Job Description

Our growing company is looking for a technology solutions professional. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for technology solutions professional

* Grow partner technical sales capacity & capability within the portfolio of partners
* Provide insights and feedback into WDATP Product Planning and Roadmap teams within the Windows Business Group Professional
* A senior technical solution sales leader within our enterprise sales organization working with our most important customers
* You will work within a virtual team of technical, partner and consulting resources to help educate your customers at a technical level, demonstrate and prove our solutions, to achieve/exceed quarterly SQL Server and Azure data services revenue and usage/consumption targets in your assigned accounts
* Your job will be to partner with the Principal Solution Specialist roles to understand customer’s business pain, and to determine the necessary technical strategy across applications & cloud deployment, and design/develop compelling solutions leveraging our technology assets, and to remove technical blockers (business requirements, cloud requirements) that impede sales and are barriers for customer adoption
* Technical Solution Leader Collaboration architect
* You will stay sharp and share your knowledge
* Designs and develops (ETL) processes
* Effectively communicates Dynamics vision, industry solutions and direction
* Drive the technical decision at the customer to buy, architect, develop and adopt solutions based on

## Qualifications for technology solutions professional

* Bachelor of Science degree in Computer Science or Math highly desired
* Practical knowledge and experience of System Center, Operations Management Suite, Azure, and Server platform, customer operational issues
* 3+ year of related technical pre-sales experience and/or technical consultant roles
* Extensive technical pre-sales leadership or technical consulting sales experience in Linux/OSS infrastructure related technologies both on-premises and cloud solutions with a solid understanding of the OSS ecosystem and how it pertains to cloud computing solutions, emerging trends and related technology including knowledge of competitors
* Bachelor’s Degree or equivalent experience, MBA/Master’s Degree preferred
* Professional Training and Certification preferred on Linux