Our innovative and growing company is searching for experienced candidates for the position of tech solutions prof. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for tech solutions prof

- Generating excitement to fill sales pipeline, accelerate technical sales cycle and secure technical closure using deep technical expertise in the core domain in adjacent technologies
- Remove technical sales and consumption roadblocks
- Present to customers - from IT Pros and Developers to CxOs
- Master the Windows 10 Enterprise value proposition, offerings and servicing model
- Achieve assigned revenue and Usage, Consumption and Deployment of Enterprise Mobility targets across the South Central CAM district
- Improve customer satisfaction with customers and own key Customer Technical Decision maker relationships
- Develop materials and architecture that feed into solution proposals
- Achieve assigned revenue and Usage, Consumption and Deployment of Enterprise Mobility targets across the North Central district
- Be the Corporate Accounts Technical Seller with and thru Partner Technical Sellers (P-TSPs)
- Work with the P-TSPs to clear any technical blockers identified at the customer

Qualifications for tech solutions prof

- Ability to communicate complex concepts in a simple language with a focus on the business impact

- Ability to articulate pros & cons of design/architecture decision across a wide spectrum of factors - latency, resiliency, storage patterns
- Acting as a point person for deployment issues related to Windows, RDS/VDI, System Center, MDOP, Intune, Azure AD, Azure RMS
- Grow partner technical sales capacity & capability thru P-TSPs, within the portfolio of partners