



# Example of Technical Engagement Job Description

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Our company is searching for experienced candidates for the position of technical engagement. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for technical engagement

- Take full ownership of client and partner engagement for the CEMEA Innovation Center, including development of the process, success metrics and activity targets
- Develop robust, proactive pipeline of tangible collaboration/prototyping projects with clients/partners that will drive c-level sponsorship and engagement, analysis trends from client engagement
- Collaborate with various account and relationship managers, the SFO, SNG, London and other Innovation Center Sandbox Engagement Directors to plan and deliver a consistent, global client experience
- Responsible and Accountable for delivering the Infrastructure Audit Report, offering a health review of the entirety of the customer's infrastructure
- Act as SME for customer operations and infrastructure, with extensive knowledge of the end-to-end business unit ecosystem to include system architectural landscape, system and business workflows, dependencies, people resources, stakeholders
- Periodic air and ground travel for customer presentation and planning discussions is required (up to 25%)
- Builds and fosters client relationships and seen as a single point of escalation during implementation to build referenceable clients
- Performs ongoing review of program status
- Determines, in collaboration with the various areas, the delivery roadmap, staffing plan, roles, skills, and allocation of the delivery team

roles, business unit roles and the engagement project team to ensure that methodology and approach are consistently implemented across the business

## Qualifications for technical engagement

- More than 8 years of technical sales experience in healthcare and life sciences
- More than 8 years of management experience
- Bachelor's degree (or the equivalent) in CIS, MIS, IS, CS, Engineering or Business Admin with an emphasis in IS
- Preparation of client implementation material and conducting client facing presentations of implementation events (kickoffs, design sessions, training, audits)
- 5+ years' experience with SharePoint
- Strong working knowledge of SharePoint site customization