Technical Solutions Professional (TSP), Data Platform-Sales Graduate

**About the MACH MBA Program**

The Microsoft Academy of College Hires (MACH) is our graduate program with customised experiences to help you start strong at Microsoft, build your global network, and drive your career.

Our two-year program is focused on ensuring that you receive the professional development early to help you accelerate your impact in role and that you have the tools and knowledge to steer your long term career.

**About the role: TSP**

The Technical Solutions Professional (TSP) for Microsoft’s Surface devices you will be part of a team of specialised technical resources that support Microsoft Field sales teams in large sales and deployments of Surface tablets other critical first party Microsoft hardware and software. You will be a deep technical expert on Microsoft Surface technologies and will play a pivotal role in Surface sales engagements. The ideal candidate will have significant experience in customer facing roles, be a deep subject matter expert in hardware and operating systems and will have had success in delivering mobile solutions to Enterprise customers.

**Key Responsibilities:**

* Act with superior customer focus in mind as an integral member of the Microsoft sales teams in generating excitement to fill sales pipeline, accelerate technical sales cycle and secure technical closure using deep technical expertise in the core domain as well as in adjacent technologies, serving as interface between the customer and both Microsoft Consulting Services (MCS) and partners, positioning scope and guiding them on the development of optimal technical solutions to improve the customer’s business.
* Provide pre-sales technical support, translating customer’s requirements, to enable customers, MSFT services and partners to assist in technical objection handling, architecture, demonstrations, deployment and consumption guidance of the Microsoft Data Platform and Cloud technologies and corresponding solutions (E.g. Mission Critical, Business Analytics and Modernization/Migrations).
* Assist customers with running the Microsoft Assessment and Planning Toolkit (MAP) or another platform mapping tool to gain knowledge of their environment to support optimization and opportunity identification.
* Demonstrates the business value of related solutions based on an understanding of the customer’s enterprise IT architecture, customer Business priorities and the competitive landscape.
* Maintain strong relationships with account team members, serving as the technology data platform subject-matter expert (SME) within these accounts and assigned geography.

**The successful candidate will exhibit the following skills and experience:**

* Have completed or is on-track to complete a Bachelor's, or Post Graduate’s Degree by the time of hire in Computer Science or IT related discipline OR Have graduated from their full time degree program less than 12 months or 365 days prior to their Microsoft start date.
* Have no more than 24 months combined related industry experience.
* Must be fluent in English.
* Superior presentation skills with strong written and verbal communication skills for a variety of customer roles / level to influencing for impact
* Exceptional problem-solving and critical thinking skills leveraging internal and external resources when needed to drive for results
* You will interact with all levels of management and will be extremely technical with an outgoing personality.
* Excellent note taking and documentation skills – attention to detail is key.