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

**About the MACH 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: Technical Solutions Professional (TSP)**

As the Technical Solutions Professional (TSP) for Microsoft’s data platform you will communicate and demonstrate the value and well as facilitate the design of Microsoft’s enterprise ready data platform and cloud solutions to meet the customers Mission Critical Tier1/OLPT, Business Analytics and Modernization needs.

As a TSP you will 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.

**Key Responsibilities:**

* 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.