Technology Specialist - App Innovation

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Company: Microsoft

Location: Argentina

Category: computer-and-mathematical

Overview

Microsoft's Commercial Solution Area sets the sales strategy, leads technical sales, and operates as a hub for the Commercial Solution Areas and Support Services that power the Microsoft Cloud. We work closely with other Microsoft teams and partners, especially Customer Success, Marketing, and the STU, to ensure those solutions meet our customers' needs.

The main goal of a Microsoft Technology Specialist (TS) is to win the technical decision of customers to purchase and use Microsoft technology and cloud services. The TS is expected to both own and win customers' technical decisions, as well as find new opportunities through their contacts and engagements for Sales Specialists to pursue. As a TS, you 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, and win the technical decision. Being part of this team will allow you to maintain and develop your deep technical expertise across Microsoft and non-Microsoft cloud-based technologies.

Qualifications

Required/Minimum Qualifications

5+ years technical pre-sales or technical consulting experienceOR Bachelor's Degree in Computer Science, Information Technology, or related field AND 4+ years technical pre-sales or technical consulting experienceOR Master's Degree in Computer Science, Information Technology, or related field AND 3+ years technical pre-sales or technical consulting experienceOR equivalent experience.

Additional or Preferred Qualifications

6+ years technical pre-sales, technical consulting, or technology delivery, or related experienceOR equivalent experience.

4+ years experience with cloud and hybrid, or on premises infrastructures, architecture designs, migrations, industry standards, and/or technology management.

Certification in relevant technologies or disciplines (e.g., Office 365, Power BI, Azure Architect and Development exams, Cloud Platform Technologies, Information Security, Architecture).

Responsibilities

Own technical discussions for Azure Apps Migration & Developer Services with customers leveraging processes and tools, demos, and programs; use consultative and/or Challenger method; establish rules of engagement (e.g., role boundaries, handoff strategies) for extended teams.

Build strategy: map the agreed customer vision into a strategy, resolve concerns, preventing, and removing technical blockers, and validating a strong business case for investment and translated technology complexity into business impact. Work with the customer, account team, and partners to orchestrate a roadmap for implementation.

Drive technical assessments to create a map of the current landscape and to build the technical migration plans, thus building a solid migration business case.

Design the solution using your technical knowledge, architectural approach, consultancy skills and our methodology to win a customer's technical decision and meet the customer's needs. Ensure technical decision makers agree with proposed architecture and on the migration plan. Drive POCs and MVPs.

Scale through partners, acting as liaison between the partner and account team, facilitating partner resources and processes; supporting partner technical capacity by identifying skill and resource gaps and providing feedback to internal teams.

Be the Voice of Customer to share insights and best practices, connect with the Engineering team to remove key blockers and drive product improvements.

Identify and support the creation of new pipeline within customer engagements in

collaboration with the Specialist.

Benefits/perks listed below may vary depending on the nature of your employment with Microsoft and the country where you work.Industry leading healthcareEducational resourcesDiscounts on products and servicesSavings and investmentsMaternity and paternity leaveGenerous time awayGiving programsOpportunities to network and connect

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Cross References and Citations:

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