

Job Description

Azure Commercial Consultant



The Job

This isn't your ordinary job, you're here to revolutionize Cloud distribution whilst working closely with one of the world's leading Cloud solution providers – Microsoft. As a key member of intY's Azure Practice you will be the commercial specialist for Microsoft Azure whilst driving customer acquisition, upsell and also delivering industry leading reseller enablement and practice building for all areas including competency attainment, activating partner benefits, Go-To-Market strategy, learning and development, sales support and more!

Responsibilities (but not limited to)

- Assist with onboarding Microsoft partners by conducting partner reviews creating Azure focused development plans and making introductions to relevant Microsoft and intY programmes and resources.
- Creating and utilising data-driven target lists to drive partner recruitment into the Azure Practice alongside intY's sales team.
- Working closely with the technical arm of the Azure Practice to support partners' live Azure opportunities and creating Azure Estimates with built in cost optimisation options.
- Enable partners to re-sell Azure solutions and participate in Microsoft programs related to building demand generation, generating awareness of various Microsoft programmes and partner incentives, and differentiation.
- Introduce and activate new Microsoft workstreams, working closely other intY practice teams.
- Lead, promote and deliver Azure focused events, including sales and technical bootcamps
- Drive registrations for, and utilisation of, intY and Microsoft incentives and programmes, such as our industry leading training programme 'Azure Ascend'
- Provide information on where to access technical training for Partners
- Be responsible for your own Learning and Development plan to attain relevant Microsoft Certifications and pass the Azure Fundamentals AZ900 exam within your first 3 months and progress onto further relevant certifications and specialisations
- Provide reporting on partner activities and progress.
- Attend regular meetings with Microsoft to update and report on progress
- Collaborate with Microsoft to deliver informative webinars to the intY partner base
- On-site partner visits – meetings, training, reviews

Skills & Experience

Required

- Minimum of 1 year in a Sales environment
- Excellent communication skills; verbal and written
- Productive – ability to complete tasks quickly and efficiently with little supervision.
- Results driven – enthusiastic and keen to exceed goals.
- Presentation Skills – confident in front of a variety of internal and external stakeholders including Senior Leadership.
- Ability to interpret data and be able to report back to the business.
- Ability to learn and absorb information quickly
- Time management
- Full and Clean Driving License

Preferred

- Working knowledge in Microsoft partner ecosystem
- Experience in Cloud Distribution (Vendor, Distributor or Re-seller)
- Experience in a partner / customer facing sales or consultancy role

intY endorses the principle of equality and will strive to ensure that everyone has a genuine and equal opportunity to participate to the full extent of their own ambitions and abilities, regardless of age, disability, gender reassignment, marital or civil partnership status, pregnancy or maternity, race, religion and belief, and sex or sexual orientation. Employees can be assured of an environment in which their rights, dignity and individual worth are respected, and in particular that they are able to enjoy their employment with intY.