

Job Description

Azure Solution Consultant



The Job

The Azure Cloud Solutions Consultant provides Pre-Sales support to partners across all Microsoft Workloads. You will have a specific focus on Microsoft Azure, which will also cross over into the Microsoft Modern Workplace and Security offerings. You will also extend technical expertise to MSP's and end customers where required, in an advisory capacity.

You will be a workstream specialist for Azure whilst supporting reseller enablement and practice building for areas including competency attainment, learning and development, sales support and more!

You will also keep up to date with the latest Azure technologies & solutions, which will include the development, testing and demoing of these solutions internally & externally.

You'll be highly motivated, demonstrating an optimistic approach to the role with a burning desire to want to continuously learn and develop yourself. You will be continuously working towards your Microsoft certifications, working towards administrator level qualifications.

Responsibilities (but not limited to)

- Working closely with commercial side of the practice in delivering strategy and business goals as outlined by the business.
- Reporting back to business on key results including contributing to QBR's and Business reviews.
- Provide world-class customer engagement ensuring that there is a consistent customer journey throughout the Pre-Sales process
- Channel lead generation around Microsoft Azure, through identifying new business and upsell opportunities.
- Work with key stakeholders to conceive and build managed service offerings.
- Host and deliver technical workshops, both internally and externally' this includes hosting events, delivering webinars and video content.
- Create demonstration environments using Microsoft Azure tools, templates and resources for both internal and external stakeholders.
- Working closely with the sales team to identify, manage and successfully close opportunities, ensuring time is managed effectively on opportunities that are business critical.
- Scoping and consulting on Azure best practice, advising on solution development, migrations and partner enablement.

- Working with the marketing team on Microsoft Azure campaigns, and reviewing and writing campaign copy as required.
- Staying close to Microsoft Azure product set and team to ensure you are in the know at all times. Dedicate at least 10% of your time on training and development opportunities.
- Stay ahead of technical and strategic developments within the Microsoft Azure Eco-System, by building an extensive network within Microsoft and other professional working / engagement groups.
- Thought leadership activity i.e) Whitepapers, Blogs, Articles.
- Other duties as assigned.

Skills & Experience

Required

- At least 2 Years' experience working in a highly consultative pre-sales role
- Experience of operating within an XaaS model i.e SaaS, PaaS, IaaS, XaaS
- Technical mindset and a proven demonstratable track record in delivering technical value on projects
- Deep knowledge and ability to clearly articulate the technical and commercial benefits of cloud infrastructure
- Full and Clean Driving License

Preferred

- Understanding and ability to articulate the technical and commercial benefits of cloud infrastructure
- Basic level of understanding in the following solution areas:
 - Presentation Skills
 - Organisational
 - Big picture
 - Training skills
 - Containers
 - Networking (ExpressRoute, WAF, etc.)
 - Storage
 - Identity (Azure AD, ADFS)
 - Automation (runbooks, etc)
 - Backup and DR (ASR or other tools)
 - Migration
 - Great written documentation skills.
 - Citrix: Citrix Cloud, NetScaler
 - Azure Active Directory. Azure Information Security

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