

Technical Solutions Professional (TSP), MBA 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 18 month 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. In addition to building a solid understanding of our business strategy, you will contribute to our business priorities. You will receive leadership mentorship and will be asked to leverage your technical and business acumen for a meaningful contribution in this strategic role.

About the role: TSP

The Technology Solutions Professional delivers the Industry context, deep product functionality coverage and technical expertise required for architecting complex line of business solutions. A trusted advisor to customers, prospects, partners and colleagues, the TSP uses excellent communication and presentation skills to demonstrate the value and impact that Microsoft's solutions can bring to its customers.

More than simply a product specialist, the TSP leads all technical aspects of the sales pursuit, engaging both business and technical decision makers, discovering their needs and challenging their thinking. The TSP is responsible for building winning technical pursuit strategies and teams and orchestrating resources within these team to maximize win rates.

Key Responsibilities:

- Identifies, engages and build relationships with prospect's key business and technical decision makers
- Leverages fluent industry, customer, Microsoft, and competitor knowledge to develop winning technical sales pursuit strategy
- Leverages the breadth of Microsoft's offerings to augment the solution as needed
- The TSP is responsible for ensuring that collateral provided and centralized demo enablement teams is deliverable in the local subsidiary/region.
- The TSP is responsible for building each pursuit technical strategy including architecting the proposed solution, selecting appropriate resources to involve, the selection of partner solutions to include and positioning the final solution presentation.
- The TSP is the technical sponsor and trusted advisor for the prospect throughout the sales cycle and are responsible for ensuring that the solution design meets the customer needs and delivers business value outcomes.

The successful candidate will exhibit the following skills and experience:

- Pursuing or within six months of graduation from full-time or part-time MBA studies
- Have no more than 7 years combined work experience prior to attaining their full time study MBA degree be considered for Microsoft industry positions.
- Must be fluent in English.
- Have related technology experience, including Microsoft and competitor technologies.
- Work experience should involve technical consulting, solution design, project envisioning, planning, development, deployment, management.
- Excellent communication and presentation skills
- Able to advise customers on new things about their business; opportunities or potential risks
- Able to identify and target most influential and most challenging technical contacts, not afraid to challenge their thinking
- Ability to work proactively within assigned opportunities to drive opportunities to close, with an understanding of the implications of cost of sale.