Technical Solutions Professional (TSP)-Sales MBA Graduate

Location: Korea

**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 Technical Solutions Professional (TSP) for Microsoft’s Surface devices you will be part of a team of specialized technical resources that support Microsoft Field sales teams in large sales and deployments of Surface tablets other critical first party Microsoft hardware and software. You will be a deep technical expert on Microsoft Surface technologies and will play a pivotal role in Surface sales engagements. The ideal candidate will have significant experience in customer facing roles, be a deep subject matter expert in hardware and operating systems and will have had success in delivering mobile solutions to Enterprise customers.

**Key Responsibilities:**

* Provide deep subject matter expert on Surface devices, Surface accessories, 3rd Surface party accessories and Microsoft Windows operating systems in mobile scenarios and across first party mobile hardware and how these all come together to solve Enterprise Mobility needs across security, management, productivity and apps.
* Work closely in conjunction with the core Microsoft Device sellers to support them on drive the largest and most complex Surface deals to successful outcomes to achieve Surface business goals. Remove Surface specific technical sales blockers escalated by the core Microsoft Device sellers.
* Drive proof of concepts and pilots for the highest priority, largest and most complex Surface deals ensuring successful outcomes in partnership with the core Microsoft Device sellers. Work closely with early adopter customers to capture feedback and insights in advance of board distribution.
* Provide leadership on Surface in both the Device & Mobility technical and Device seller communities within Microsoft and our key partners.

**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 accepted a Microsoft FTE position no more than 6 months following graduation from their MBA program
* 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.
* Past experience working in the IT industry and preferably with commercial customers.
* Experience and Knowledge of the following hardware and operating system areas:
	+ Hardware specifications and use cases in Enterprise environments
	+ Security & Mobile Device Management, including Enterprise Mobility Suite
	+ Line of Business Apps (ISV and Custom)
	+ Mobile Productivity.

**Location:** South Korea

**Closing Date:** 18th September 2015

**Application:** <https://mscareers-ice.com/gradroles.html>