Technical Solutions Professional (TSP), Productivity

**About the MACH Program**

The **Microsoft Academy of College Hires (MACH)** is our 24 month graduate program with customised experiences to help you start strong at Microsoft, build your global network, and drive your career.

Our two-year 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.

**About the Role: Technical Solutions Professional (TSP)**

As the Technical Solutions Professional (TSP) for Microsoft’s Productivity you will be responsible for evangelizing Microsoft Productivity offerings with enterprise and corporate customers by supporting technical pre-sales activities. This includes influencing the sale, deployment and adoption of Office 365 and other Productivity workloads—which results in increased market share and revenue growth.

**Key Responsibilities:**

* Act as an integral member of Microsoft sales teams in generating excitement in Productivity solutions to fill sales pipeline, accelerate technical sales cycle and secure technical closure through customer workshops, using deep technical expertise, effective sales and presentation skills, and superior customer focus.
* Provide pre-sales technical support to enable customers and partners to develop, deploy, and support Office 365, Office client, and Office server-based solutions, including Office 365, Office 365 ProPlus, SharePoint, Exchange, Skype for Business, Yammer, Project, and Visio.
* Develop partner engagements that build the Office 365 opportunity pipeline and lead to the deployment of Productivity solutions.
* Successfully position Microsoft products and services against competitive solutions by understanding customer needs, Microsoft Productivity offerings, and competitor product offerings.

**The successful candidate will exhibit the following skills and experience:**

* Have completed or is on-track to complete a Bachelor's, or Post Graduate’s Degree by the time of hire in Computer Science or IT related discipline OR Have graduated from their full time degree program less than 12 months or 365 days prior to their Microsoft start date.
* Have no more than 24 months combined related industry experience.
* Must be fluent in English.
* Superior presentation skills with strong written and verbal communication skills for a variety of customer roles / level to influencing for impact.
* Strong service delivery, time, project and priority management skills.
* Able to plan for and rise to a range of project and customer challenges.
* Good understanding of the relationship between technology and business.
* Ability to work on multiple project simultaneously, deal with ambiguity, meet deadlines and drive for results