**MACH Job description- Technical Sales**

**Role opportunities within Technical Sales: Technical Solutions Professional, Account Technology Strategist, Solution Sales Professional and Technical Evangelist.**

The Microsoft Academy for College Hires (MACH) is as an accelerated career development program designed to recruit and hire top-performing universities graduates across a broad range of roles. This program aims to cultivate your talent through training, mentoring and community support.

The MACH learning scheme is an 18-24 months comprehensive onboarding and development program that runs alongside your full-time job. As well as world-class training and coaching from some of the brightest minds, you can look forward to being part of a global community of over 1800 MACH peers in 60 countries.

It’s challenging. It’s rewarding. It’s everything you would expect of a World -Class program at one of the world’s most advanced technology companies.

[Apply Now.](http://bit.ly/2bvSnk2)

**MACH Technical Sales Roles**

Joining the Microsoft Sales team is an excellent opportunity for you to learn the competitive, economic, business, international, geopolitical and industrial landscape of our customers' businesses, and apply your knowledge of how Microsoft solutions provide value. This is an exciting and collaborative team focused on winning, dedicated to the customer and committed to developing your potential.

**Account Technology Strategist**

As an ATS you will work with both business and technical decision makers in a pre-sales capacity. The ATS serves as a key player in a virtual team; responsible for enhancing the technical relationships with customer accounts. If you are passionate about interacting directly with our customers and being on the front lines to bring the magic of software to consumers and businesses, we will provide you with a dynamic tool kit to enable you to hone your sales craft to become trusted advisor and strategic contributor to our business.

**Solution Sales Professional**

As a Solutions Sales Professional, you will identify our customers’ pain points and solve them through the latest software and services solutions. You will be our customers’ trusted consultant, thoroughly evaluating the health of their IT platforms and development environments and diagnosing areas for improvement. Your solutions drive measurable value, helping customers run their businesses more cost-effectively and efficiently and giving them a competitive edge in their marketplace—be it business, government, or academics.

**Technology Solutions Professional**

Dive deep into Microsoft technologies as a trusted advisor to our Account Managers. You'll work with both business and technical decision-makers in a pre-sales and sales capacity. In this exciting role, you will be accountable for product win rates by proving the value of one or more products to our many customers and partners. Your ability to help nurture technical relationships with partners, product teams, solution specialists, Microsoft Consulting and others will be critical.

## **Minimum Qualifications:**

* On-track to complete or within 12-months of graduation of Bachelor or Master’s degree in business, technical or engineering majors.
* Have less than 2 years combined (full-time) work experience, including internships
* English language & local language fluency
* Passion for the technology and innovation
* Seeks opportunities to learn new methods, procedures or techniques
* Ability to work on multiple projects simultaneously, deal with ambiguity, make trade-off decisions, meet deadlines and drive for results
* Ability to impact and influence customers with a high degree of autonomy, energy, flexibility and the drive to create real and measurable business results
* Exceptional negotiation, customer service, and interpersonal skills
* Evaluates & builds solutions based on customer perspective
* Good understanding of the relationship between technology and business
* Works with confidence, energy & drive
* Thriving in a fast paced, ambiguous environment
* Ability to influence, inspire and lead from any role

At Microsoft, you can discover potential you didn’t know you had, push your limits, turn your ideas into reality and make a real impact on the industry and the world.

By applying for this area of the business you will be considered for any of the above opportunities and more!

[Apply Now.](http://bit.ly/2bvSnk2)