Graduate German Technical Solutions Professional (Telesales Center) - Early in Career Opportunity (m/f)

We invite you to start your journey in our new, state of the art Europe regional Marketing and Sales Center (Telesales Center), based out of Dublin. As part of our team, you will chart a career across technical sales, technology, consulting and management roles as you help our customers leverage our leading cloud solutions to the fullest.

As a Technical Solution Professional, your primary responsibilities will be to engage with customers and sales reps to concept, prove and deploy customer business solutions into the Microsoft Cloud for Business offerings which include Office 365, Microsoft Azure as well as Dynamics CRM for sales productivity and business processes. You will own technical and solution envisioning with customers via Skype engagements including demos, custom demos, solution architectures, implementation plans and/or proof of concepts.

RESPONSIBILITIES INCLUDE

- Interface with both the generalists and specialists in the Marketing and Sales Center, as well as partners of Microsoft; act as the key technical contact for our sales team and customers
- Demonstrate aspects of the technical and business solution to customers over Skype for Business over voice and video; conduct group and one-on-one trainings on subjects of expertise
- Execute quick technical feasibility assessments and support proposal development to deploy identified solutions to Microsoft cloud rapidly
- Audit and confirm implementation requirements and pricing calculations as required, so that the customer receives an accurate projection of anticipated costs in new services sought
- Constantly research and educate self with the newest developments in cloud capabilities and pricing for both Microsoft and competitor

IDEAL PROFILE

- Understanding of cloud computing technologies, business drivers, and emerging computing trends
- Fluent German essential
- 0-3 years’ experience in a relevant field, for example computer science, mathematics or engineering. Sales experience appreciated as well
- Desire to attain deep, L400 expertise in one of three Microsoft Cloud for Business solutions (Azure, Office 365 or Dynamics CRM)
- Proven track record of outstanding performance and achieving goals
- Success-driven, works well in a diverse team and enjoy a dynamic and changing environment
- Experience using Microsoft Office Suite applications
- Passion for cloud technologies and changing the world
- Must be able to legally live and work in Ireland without visa support or sponsorship
- Technology experience in one or more of the following areas:
  - Enterprise team based productivity tools such as document collaboration, email, instant messaging, voice or corporate social networking integration
  - Business and sales productivity tools such as Customer Relationship Management tools, e.g. SalesForce or Dynamics CRM
  - Development languages such as .NET, C++, Java, PHP, Perl, Python, Ruby on Rails or Pig/Hive
- Working knowledge of cloud infrastructure components:
  - Software design or development
  - Systems Operations / Management
  - Database architecture
  - Virtualization
  - IP Networking
  - Storage
  - IT Security

You must be willing to relocate to the Dublin Microsoft Marketing and Sales Center.

For more information on Microsoft Ireland roles please visit www.microsoft.com/careers