



POSITION DETAILS:	
Position Title:	Microsoft Security Specialist
Reports to:	Director of Cloud Solutions
Division:	Phoenix
Department:	Cloud Solutions

JOB PURPOSE
<ul style="list-style-type: none"> Responsible for delivering and supporting the alignment of Phoenix' Modern Workplace strategy with a focus on Microsoft 365 Security to customers across our Sales Divisions (Public Sector, Education, Housing & Charity) Required to take an agile approach to tailor the conversation to meet the audience requirements and be confident presenting the Modern Workplace and Security technology vision for Phoenix, strategic partners and the customer Comfortable holding conversations around topics including Modern workplace and Microsoft 365 Security with the ability to articulate the key Security products available to the customer to assist with upsell opportunities Position Microsoft Security and hold conversations around how these products can replace third party products if the customer requires Understanding of the products available to a customer when purchasing the A5/E5 suite The ability to determine when FastTrack will be of assistance for a customer through strategic security conversations Required to scope out the Workshops available via Microsoft funding streams Excellent knowledge of respective Microsoft portfolio options; and at a Technology level around, Cloud, migration and upgrade strategies, support and managed services Responsible for delivering customer facing Modern Workplace related pre-sales and ongoing customer relationship when required based on project requirements Comfortable working in an energetic, high growth environment with a flexible and agile approach to emerging customer and vendor requirements Accustomed to working to targets and deadlines

KEY RESPONSIBILITIES:
<p>Business Unit Operations Management</p> <ul style="list-style-type: none"> Support the implementation of the Phoenix Modern Workplace strategy for success in FY22 and beyond Work with new and existing accounts to generate Solutions, Licensing and Managed Service opportunities Support the Sales Teams throughout the sales cycle from initial qualification, working with the Bids and overlay teams and technical consultants to achieve a positive impact on a customer/ prospect Influence the sales process by being a secondary contributor to the RFI/RFP's and Framework decisions for Modern Workplace and Security technology Attend conference calls to scope and qualify and nurture the opportunities with Phoenix account managers and strategic partners Excite and enthuse our sales staff with our ability to help them significantly sell more with Microsoft and Modern Workplace and Security portfolio



- Work with Sales Divisions and Consultancy to ensure successful assessments, proof of concepts, projects and managed services, connecting to tangible business outcome and profitability
- Work with Sales Divisions to ensure the sales pipeline for the Cloud Solutions, Modern Workplace projects are accurately reflected in D365
- Drive the Sales & Marketing function by delivering pertinent POD's and in-person events, delivering topical industry and technical focussed webinars and participating in market events with named vendors

KNOWLEDGE AND QUALITIES

- Support the development of specific Modern Workplace strategies with Phoenix Sales Divisions, Microsoft business leads and maximise the support and service we can obtain from them (including Project Funding, Marketing budgets, Training etc)
- Deliver Phoenix's sector specific Modern Workplace strategy with a focus on Security to new and existing customers in the format of Phoenix' Modern Workplace pre-sales offerings
- Provide feedback on customer challenges to ensure Phoenix' continually evolve and adapt to the business requirements of the Public Sector and ensure Phoenix' stay relevant
- Collaborate with Phoenix' sales teams to deliver best outcome for our customers and Phoenix' profitability

QUALIFICATIONS, EXPERIENCE, & SKILLS:

Educational Qualifications:

- NA

Professional Qualifications

- NA

Years of Experience

- 3+ years of progressive, professional Microsoft sales and solutions experience

VERSION CONTROL:		
Prepared by	Stephanie Ireland	18/03/2021
Updated by		