



POSITION DETAILS:	
Position Title:	Power Platform Solution Specialist
Reports to:	Director of Cloud Solutions
Division:	Phoenix
Department:	Cloud Solutions

JOB PURPOSE

- Required to take an agile approach to tailor the conversation to meet the audience requirements and be confident presenting the Power Platform and Microsoft technology vision for Phoenix, strategic partners and the customer. This should include, but is not limited to, a sound understanding of the capabilities of: Power Apps, Power Automate, Power BI, Dataverse/CDS, Teams, SharePoint, SQL.
- Support the Phoenix Partner business relationship to drive engagement and revenues
- Work in collaboration with licensing and technical specialists to advise the Phoenix sales team on Microsoft licencing policy and opportunities.
- Deliver remote and customer facing Whiteboarding and technical pre-sales activities focusing on maximising returns on their Office 365 and Power Platform investment.
- Deliver remote and customer facing education workshops and product demonstrations to enable organisations to envisage and understand how solutions can be applied to their environment and specific business objectives.
- Facilitate ongoing customer engagement through end user adoption training and best practice governance and security sessions to develop long lasting and high-quality business relationships with customers
- Qualification of opportunity at Phoenix taking into account budget, authority, need and timing.
- 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:

- Work with new and existing accounts to generate Solutions, Licensing and Managed Service opportunities specific to O365, D365 and Power Platform alongside other Phoenix offerings
- 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
- Attend virtual and face to face customer meetings and 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 Power Platform 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
- Act as the translation point between technical and functional teams so that solutions can be designed, deployed and developed

KNOWLEDGE AND QUALITIES

Operations Management and Planning

- Support the development of specific Power Platform joint 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 Power Platform strategy to new and existing customers in the format of Phoenix’ and Partners O365/D365 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
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- Detailed understanding of the Microsoft portfolio and their offerings, and excellent relations with their account teams
 - Excellent rapport building skills and First-rate organisational skills
 - Excellent communication skills to include presentation skills both face to face and virtually
 - Clear understanding of Microsoft and partner strategies to achieve Digital Transformation where required
 - Technical ability to prepare demonstrations using relevant tools and customise reports where required for ‘High impact’
 - Encourage knowledge transfer and engender sense of community amongst Phoenix Cloud Solutions teams, harnessing skills and knowledge within the business to constantly improve Phoenix’ Power Platform services

QUALIFICATIONS, EXPERIENCE, & SKILLS:

Educational Qualifications:

- NA

Professional Qualifications

- NA

Years of Experience

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