**JD for Pre sales for MWP and Azure**

* Design Strategies on program approach, ensure effective execution, lead qualification & focus on continuous process enhancements.
* Drive end-to-end inside sales with a clear focus on impacting sales revenue as well as managing effectively overall programs outcome
* Generate a sales pipeline and exceed monthly sales targets
* Prospect relentlessly to build a pipeline and build strong personal relationships with prospects.
* Be proactive about solving problems be ready to take on additional initiatives and responsibilities as they emerge.
* Seek out opportunities to help the team achieve its larger objectives.
* Design and implement the strategic framework to find the next customer.
* Champion the customer's cause internally with various teams to ensure quality solution positioning
* Able to partner with clients to understand their organizational needs and recommend cloud-based solutions that add value to their business.

**Requirement:**

* + Graduate
  + Approx. 3+ years of total work experience with a minimum of 1-2 years of experience in Presales  role in any of the Microsoft CSP implementation partner .
  + Good knowledge and understating of Cloud Services & CSP product lines like M365 and Azure cloud etc.
  + Need certification of AZ-900 and MS -900
  + Strong communication skills (both written & verbal), relationship, selling & presentation skills
  + Teaming, liasoning, relationship Management & business knowledge
  + Should be affluent in MS technology.