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Presales Consultant

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Company: InfraView - Specialist Cloud & IT Infrastructure Technology Recruitment

Location: Greater Cheltenham Area

Category: other-general

Presales Consultant – M365, Azure, Virtualization, Networking - £70,000 - £80,000 - Hybrid/Remote - Cheltenham One of the best Microsoft Partners in the UK Amazing culture with 'one team mentality' Have influence across business and lead from the front. This role requires experience and understanding of a broad technology stack from a Presales standpoint. You must be both commercial/technical and can build rapport with key customers and internally. M365 Azure Virtualization Networking Your Responsibilities High-Level Design. Pre-sales Solution Architecture. POC's / SOW. Chalk and Talks. Glue between Tech and Sales. Working closely with the post-sales team to ensure smooth pre- to post-transition. Commercially and technically strong Must be able to hold your own with C level individuals whilst also being able to easily translate technical conversations to non-technical personnel. Can demonstrate initiative, resourceful, highly self-motivated, and goal orientated. Experience in a consultancy or customer-facing sales role. An intelligent, analytical, and pragmatic approach to problem-solving. Presales Consultant – M365, Azure Virtualization, Networking - £70,000 - £80,000 - Hybrid/Remote - Cheltenham Please hit the button to Apply and/email craig.mcintyre@infraview.co.uk at InfraView on 020 3002 8420 for further info. If this role is not for you, please Register with us, let us know your preferences, and will be in touch when the right role comes in.

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