

# United Kingdom Jobs Expertini®

## Services Solutions Principal for Data, Data Science, AI, GenAI & ML

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Company: Dell

Location: United Kingdom

Category: computer-and-mathematical

### What you'll achieve

This is a senior, presales, customer facing role. The Services Solutions Principal will lead the development of client presentations up to C-level management, workshops, Services Solution design, Services responses to Requests for Proposal (RFPs), Statements of Work (SOW) creation and review, effort estimation and transition of work to the delivery organization through appropriate practice management.

### **You Will:**

Engage in highly complex accounts and will lead customer presentations and workshops at the senior leadership level by articulating the transformation journey in both business value and technology terms with a focus on Data, Data Science, AI/GenAI & ML services.

Be part of an EMEA team of Solutions Principals and work on opportunities across EMEA. You will also support the country-based Services Solutions Principals with your subject matter expertise.

Be recognized for your Services solution presales subject-matter expertise in the area of Data, Data Science, AI/GenAI & ML.

Contribute to business results through quality of solution, advice and decisions. You will be an evangelist for Data, Data Science, AI/GenAI & ML services solutions within Dell Technologies and in the market. You represent Dell Technologies Services in the Dell Technologies organization through internal presentations, programs, community/practice

leadership, training and enablement. Work with services portfolio teams on new offers and with business development on sales campaigns.

Take the first step towards your dream career.

Every Dell Technologies team member brings something unique to the table. Here's what we are looking for with this role:

### **Essential Requirements**

10+ years services presales experience of acting as a solution lead, presales consultant, solution architect or similar and proven skills and experience in constructing services solutions (requirements gathering, scope services, assemble effort estimates, plan programs and work packages, write SoW, answer RFI/RFP) for customers, typically in the large Enterprise and/or Government Sectors. Thorough understanding of a services P&L and cash flow development (including business impact), risk analysis and commercial models such as Fixed Price, T&M and incorporation of 3rd party contracts in Waterfall and Agile project approaches.

Proven experience in client facing roles and effectively influencing at all levels (up to CxO) with ability to construct, tailor, and negotiate service contracts (e.g. Statements of Work) for both customer engagement and partner provisioning

Excellent knowledge of the Data, Data Science, AI/GenAI & ML services, marketplace, use cases, concepts and technologies and respective Transformation Programs, e.g. Data Strategy, Data Governance, Data Management, Data Preparation, Data Architecture, Data Engineering, Data Analytics, Data Science, Neural Networks, Natural Language Processing, Large Language Models, AI inferencing, AI training methodologies, key application architecture and integration concepts, container- and virtualization architectures and platforms, AIOPs, MLOPs.

Exceptional consultative presales skills, including methods, tools and techniques to apply within an IT transformation context; excellent communication skills at least in English (verbal/written); ability to run customer workshops and executive briefings; ability to work across EMEA in an international environment (physical/virtual)

### **Desirable Requirements**

Working knowledge of Dell Technologies product and services portfolio relevant to Data,

Data Science, AI/GenAI & ML

Practical service delivery experience and relevant certifications in the area of Data, Data Science, AI/GenAI & ML

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