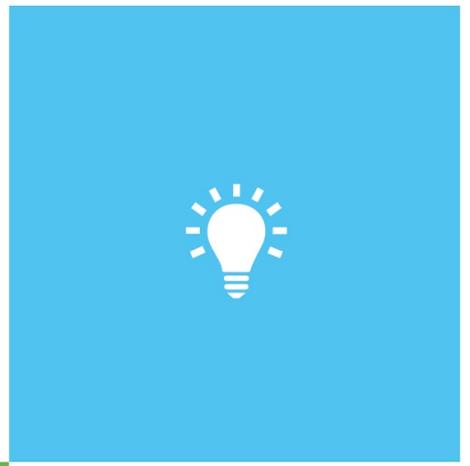
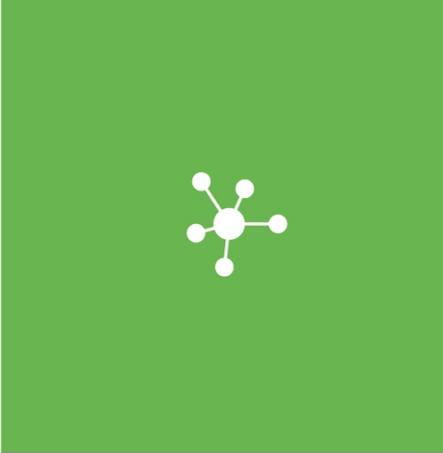




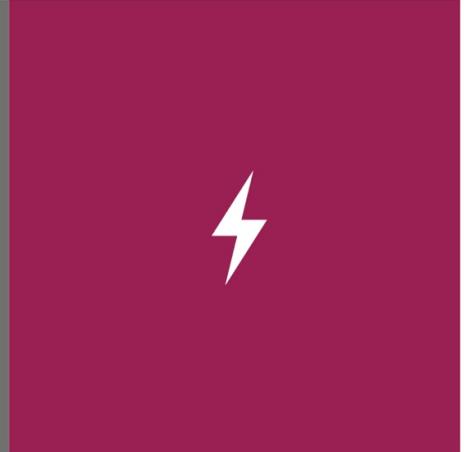
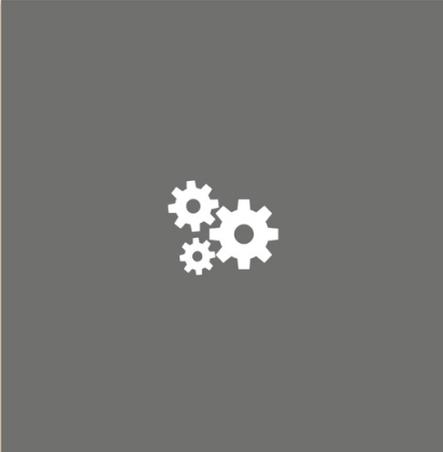
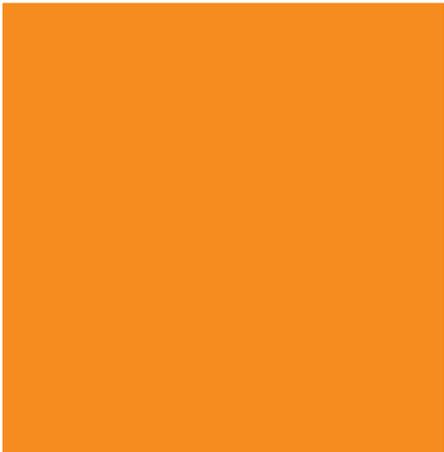
INSPIRE



ENGAGE



EMPOWER



Account Technology Strategist

Job Description

JOINED UP
SOLUTIONS



The Company

CPS is a long established and highly respected Microsoft Gold Partner. We have an extensive portfolio of high-profile clients, which continues to grow.

Our mission is to help organisations realise the investment they have made in Microsoft technologies, by helping them successfully transform business operations through innovative business solutions and award-winning consulting and technical service.

We believe in creating an environment in which people can thrive; we encourage everyone to maintain a healthy life / work balance. The Leadership Team listen and have your personal development and success at the forefront; we will be supporting and inspiring you to be the best!

Along with excellent benefits and a compelling reward package, CPS offers the opportunity to work in a supportive environment with a high-level of autonomy and creativity - there's a reason we are recognised as a Great Place to Work!

The Role

We are looking for an experienced Microsoft focused Technology Strategist, who is willing and able to challenge the mindset of our customers by bringing innovative ideas that showcase the value of the Microsoft offering combined with our value proposition.

You will support the customer journey through the development and ongoing oversight of the Digital Transformation agenda, helping customers develop achievable adoption roadmaps for the Microsoft 365, Azure & Dynamics 365 offerings as required.

In collaboration with your colleagues in Sales and Services, you will ensure there is a vested interest to engage, and a clear focus on achieving the customer outcome.

You will differentiate yourself by having a combination of a strong focus on the customer outcome and related industry challenges to be overcome, coupled with a passion for innovative solutions and technology evangelism.

Key Responsibilities

- Challenge the mindset of our customers by bringing innovative ideas that showcase the Microsoft offering available to them.
- Support customers in development of the Digital Transformation agenda, articulate the value of the Microsoft FastTrack programme, and the CPS value proposition.
- Collaborate with technical teams (across the client, CPS and Microsoft ecosystem) to help define solution roadmaps to support the customer journey that is Digital Transformation, ensuring there is a vested interest to engage.
- Own the relationships with customer technology executives - CIO/CTO and members of their office and influencing relationships with CEO/CFO.
- Promote CPS as an expert source of knowledge regarding the latest developments in Microsoft 365 and related technologies through blogs, user groups, conferences, white papers, client facing speaking engagements and webinars.
- Drive the FastTrack Programme agenda within CPS ensuring processes and standards are implemented.



- Ensure effective and documented communication and collaboration with Solution Sales Professionals and wider CPS stakeholders, therefore demonstrating a joined-up approach to the client.
- Demonstrate your knowledge through continued learning, by way of achieving the Microsoft Certifications pertinent to the role.

Technical Attributes

We are looking for you to understand our customers industry and business, the markets in which they operate, in addition to the Microsoft solutions that can help them drive digital transformation.

The broad scope of responsibility for this role requires a solid understanding of both business and technology strategy, change management, and a principled approach to broad digital transformational challenges and opportunities.

You will be expected to demonstrate strong leadership and people skills - and bring the experience to drive innovation and customer value.

You will be able to demonstrate:

- Proven experience in digital transformation roles
- Proven experience leading technical teams
- Proven experience of technical sales experience
- Experience in business consulting or consultative selling is desired
- A sales and technical background across 1 or more of the 3 Microsoft clouds (at 200 level)
- The ability to drive and lead conversations and engagements at the CXO level as well as with developers and IT architects.
- The ability to think strategically about business, products, and technical challenges.
- Develop a long-term vision and deploy short-term flexible tactics.

Personal Attributes

- Confidence in own abilities
- Fast assimilator of information
- Imaginative problem solver
- Structured organiser, with an eye for detail
- Strong relationship building skills
- Ability to use initiative and work under pressure, prioritising to meet deadlines
- Drive and enthusiasm to lead initiatives, being committed to the role and delivering on objectives and deadlines
- Effective communication (written and verbal) and negotiation skills with a wide variety of stakeholders
- Service orientation, demonstrable commitment to customer service
- Be passionate about technology and the outcomes it can bring to clients!