

JOB TITLE: Lead Technical Cloud and Pre Sales Consultant

BASED AT: 46 Worship Street, EC2A 2EA

REPORTS TO: Head of Services & Technical Team Leader

Key Responsibilities

- Liaise with clients, sales team, cloud partner, software authors and technical team to ensure the best possible solutions are demonstrated and delivered to clients
- Assist Sales Team with the sales bid process, responding to RFI's & RFP's when a client or prospect puts an opportunity 'out to tender' and generate technical documentation for prospective clients
- Work with the Sales Team and Head of Services to generate technical quotes for both cloud and on-premises implementations
- Respond to technical questions about the product or related infrastructure.
- Liaise with Technical Team Leader and Head of Services to provide feedback from clients about product requirements; or ideas to help them innovate or stay ahead of where the market is going.
- Carry out research to stay ahead of their particular area of expertise around the Cloud delivery – including understanding the current & future market, product and competitor landscape.
- Work with the Technical Team Leader on new technical initiatives to improve efficiency and drive sales,
- Develop Proof of Concept solutions along with solution architects, sales managers and product specialists
- Ensure Touchstone Cloud solutions adhere to all audit and ISO regulations
- Perform on-site and remote demonstrations of relevant solutions

Knowledge/Experience & Skills

- Experience of server / client architecture and Cloud based solutions
- Experience of VPC configuration on MS Azure or Amazon AWS
- Experience deploying applications in a secure manner, and following published best practices
- Demonstrable understanding of different change control requirements
- Ability to liaise and communicate clearly with clients, suppliers, partners and internal stakeholders on technical matters, as well as explaining details to less technical colleagues.
- Excellent verbal and written communication skills
- Functions effectively in high pressure situations with ability to prioritise workload/ manage multiple tasks
- Able to work individually or as part of a team
- Excellent administration skills and attention to detail
- Strong customer focus

Essentials Skills

- SQL Server administration and scripting skills
- An understanding of network infrastructure, including server firewalls and VPN's
- Demonstrable understanding of Active Directory configuration, along with DNS and Group Policy setup
- Experience of RDS application delivery
- Experience of general Windows Server Administration, including NTFS / Share permissions, software installations
- Ability to work alone, and as part of a team focused on delivering successful solutions
- Ability to identify inefficiencies or weaknesses in certain process and determine a suitable solution.

Desirable skills / experience

- An understanding of business processes, and ERP system requirements
- Any experience with the Infor and \ or Proactis product suite
- Experience building and automating virtual machine builds (primarily VMWare)