

Client Technology Lead

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Company: Microsoft Dubai

Location: dubai

Category: other-general

The job posting is outdated and position may be filled

Responsibilities:

- Synthesizes and combines various business and industry insights from their team, global best practices, proof points from experience/case studies with countries and/or regions, and deep industry expertise related to customers and their competitors to conduct forecasting and develop recommendations for managing accounts and subsidiary planning. Orchestrates global teams to gather information, collaborate on performance markers, and identify potential risks in customer accounts.
- Brings in business and industry insights to address the broader business challenges for the customer and deliver solutions.
- Applies deep expertise and thought leadership to identify the right Industry priority solution (IPS) brought by partners and Microsoft to customers and industry partners within the customer's vertical industry.
- Articulates and understands specific industry-related market trends, as well as customer threats, opportunities, and barriers to growth as they relate to the customer's broader industry.
- Leads with industry knowledge to support customers in solving issues.
- Partners with customers and/or partners to provide innovative solutions in new industries, and to integrate Microsoft technology in their business.

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