

# United Arab Emirates Jobs Expertini®

## Solution Area Specialist, Security

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Company: Microsoft Dubai

Location: dubai

Category: other-general

The job posting is outdated and position may be filled

**Responsibilities:**

- Collaborates with team members to discover new opportunities. Drives incremental revenue growth through personal campaigns (e.g., portfolio analysis) or internal sources (e.g., Marketing). Collaborates with account teams, partners, or services to track and qualify new opportunities. Collaborates with other teams (e.g., account teams) and services to build pipeline. Interfaces with customers and builds relationships via social selling. Applies Microsoft's sales process (MSP) to determine the quality of the opportunity and whether to proceed.
- Identifies opportunities to drive consumption and grow business with existing customers by initiating conversations, providing demos or quotes, and collaborating with partners or internal teams (e.g., Technical Sales Professionals, Global Black Belts). For licensing transactions and project engagements, ensures rapid and robust deployment plan at point of sale that is validated by services and partners.
- Proactively builds external stakeholders' mapping. Collaborates with account teams (e.g., Account Executives) to identify and engage senior business subject matter decision makers at the customer's/partner's business.
- Applies the orchestration model to leverage and expand relationships with internal stakeholders and partners (e.g., Enterprise Operating Unit). Navigates the MSFT organization to bring the best impact to the customer.
- Identifies customer business needs and technology readiness. Contributes to the development of solutions in collaboration with internal teams, partners, and services.
- Proposes prioritized solutions that align with customers' needs. Articulates the business value of proposed solutions.
- Reviews feedback report and coaches others on ensuring customer/partner satisfaction and decreasing dissatisfaction by establishing recovery action

plans to improve clients' overall experience. Manages and/or orchestrates sales and delivery success through the account team and pursuit team. • Collaborates with the 'compete' global black belts (GBB) to analyze competitor products, solutions, and/or services and implements strategies to position Microsoft against competitors in customer communication. Proactively provides analysis of the competitive landscape in supported solution area. Evaluates opportunities and makes recommendations on pursuit or withdrawal. Holistic value of MSFT platform versus single-point solution that positions MSFT favorably against competitors. Disclaimer: Drjobs.ae is only a platform that connects job seekers and employers. Applicants are advised to conduct their own independent research into the credentials of the prospective employer. We always make certain that our clients do not endorse any request for money payments, thus we advise against sharing any personal or bank-related information with any third party. If you suspect fraud or malpractice, please contact us via contact us page. Our goal is to make hiring as easy as possible. We find the right talent for every company, ensuring that each candidate finds a job they enjoy. Dr.Job FZ LLC provides 360-degree AI-powered recruiting and job search solutions. If you are looking for a job and haven't found your chance yet, you can upload your profile on our website and find thousands of opportunities globally! Our platform gives you the flexibility you need to thrive in today's market by allowing you to apply for all different kinds of jobs, whether they are full- or part-time, remote or on-site.

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