

## Technology Specialist

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Company: Microsoft Dubai

Location: dubai

Category: other-general

The job posting is outdated and position may be filled

Responsibilities:

- Scale Customer Engagements: Remediates blockers; leads and ensures technical wins for Microsoft Security and adjacent technologies. Engages with and reaches out to customers proactively and independently; builds credibility with customers as a trusted advisor for Microsoft Security; and searches for and uses Microsoft Security customer references.
- Scale Through Partners: Engages in partner sell-with scenarios and supports partner technical capacity.
- Build Strategy: Contributes to Microsoft Security strategy development, shapes strategic win plan and tailors Microsoft messaging to audience for security opportunities. Enhances team capabilities for extended detection and response (XDR), zero trust and cloud security and develops compete strategies for Microsoft Security for assigned customers.
- Solution Design & Proof: Demonstrates and oversees demonstrations, presents and applies architecture patterns, proves capabilities and integration into customer environment, and drives cross-workload support for Microsoft solutions for security. Coaches team in addressing customer digital transformation and leveraging insights to align new or changing technology to customer security needs.

Education: Builds their own readiness plan and grows extended detection and response (XDR), zero trust and cloud security space domain knowledge and practices expertise.

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