



<b>Job Code:</b> IND7-0046	<b>Job Title:</b> Specialist Solution Sales-Presales	
<b>Job Grade:</b>	<b>Job Family Group:</b> : Professional Services	<b>Country:</b> India
<b>Job Level:</b>	<b>Job Family:</b> Architect	<b>Rev Date:</b> 1st July, 2015

**Job Summary:**

Provides presales support and consultation on products & technologies to Customers. Typically involved from the presales or planning stages of a Customer engagement & shall be responsible for conceptualizing and designing an overall solution to a detailed level.

**Principal Responsibilities:**

**Planning**

- Understands the Customer's business and technical requirements and/or competitive landscape and design an effective solution.
- Teams up with internal sales teams for enabling and develops the channel so as to drive business effectively via the network of Tech Data's Channel partners and thus achieves the organization's business targets on the assigned Solution Practices.
- Increases the reach & readiness of Tech Data within the given territory.
- Provides technical assistance on specific growth initiatives and marketing activities: regional workshops, sales seminars and trade shows etc.

**Execution**

- Opportunity identification & validation
- New partner on-boarding
- Designs and architects solutions for end-Customers based on products and allied technologies after assessing their pain points and business needs
- Presents and demonstrates the solution benefits to all levels of the organization including Executives level and overcome objections leading to closure; ultimately, ensuring the Customers know the value and solutions of our products and services.
- Proof of concept setup and deployment.
- Partner enablement & trainings on various products and solutions.
- Facilitates with sales & technical certifications.
- Assists in the timely closure of sales opportunities by effectively executing plans developed in conjunction with sales and technical team members involved in the account.

**Administration**

- Supports Sales/Marketing team for business development
- Provides assistance for RFP/RFI responses, initial solution designs, and Solution Assurance Reviews and Readiness Planning for partners
- Operational discipline & collaborative influence: task focus, prioritization, quality execution, adherence to timelines, ownership of action, driving actions to closure via active collaboration.
- Upgrades skills and knowledge on new technologies, products and solutions from time to time.

**Knowledge and Skills:**

- Must have knowledge and understanding of storage design and architecture in general
- Must have understanding of the fundamentals of storage product's terminology
- Deep knowledge and understanding of the IT infrastructure landscapes and is able to build solutions for Computing, Storage, based on products
- Must understand diverse application environments and is able to design solutions for service oriented architectures using latest web services standards
- Seeks to build high customers satisfaction (internal and external)
- Business Acumen
- Good Communication skills (Both written and oral)

**Experience:**

- Candidate must have minimum 3 to 5 years of experience selling IT solutions

**Education/Certification:**

- University Degree or equivalent
- Must have relevant vendor enterprise certifications

**Distinguishing Characteristics:**

- Is a team player
- Consistently achieves the desired operational performance goals and demands quality
- Demonstrates professionalism and models the company's culture in line with the core values
- Demonstrates initiative and Passion to Excel
- Demonstrates high integrity levels

**Competencies:**

- Business Acumen
- Functional/Technical Skills
- Problem Solving
- Planning
- Time Management
- Drive for Results
- Customer Focus
- Personal Learning
- Interpersonal Skills

The above statements are intended to describe the general nature and level of work being performed. They are not intended to be construed as an exhaustive list of all responsibilities, duties and skills.