

Tech Solutions Consultant

Job Specification



The Tech Solutions Team's remit is to engage customers who have been brought into the business by our Sales and Marketing teams and ultimately understand their vision and future objectives. **Tech Solutions Consultant** work with the Customer to understand their requirements and convert these into "tech" roadmaps. This may include elements of productivity systems (for example, Office 365), hardware (Desktop, Notebook and Mobile devices), management platforms (such as Mobile Device Management systems), connectivity, Cloud Computing and Support requirements all being brought together as recommendations to form a Proposal to the customer.

Working closely with Academia's Technical architects, the Tech Solutions Consultant are instrumental in helping define a customer's technological journey to meet their organisational objectives, are experts with a keen interest in technology (but don't necessarily need to be immensely "technical", more conceptual). The role is pivotal in Academia's provision of solutions and services to both the Public and Private Sectors.

Your role will ultimately cover both verticals within the Academia Group, Education and B2B. The role would have a shared responsibility with the divisional head to drive revenue, profitability and achieve set KPIs, executing on top line strategies pre-set by the Divisional head and Sales Director.

The ideal candidate will have a wealth of previous experience working within IT Solutions and Support. You will have a strong understanding of the use of Technology within an Education and Enterprise environment and associated software licensing models, by securing new business and building sustainable relationships with clients. This role is not just for someone who sells licensing and "bolt on" service, it is for someone who works towards a deep understanding of a customers' objectives and technological journey required to achieve them.

The successful candidate will ideally have experience supplying into Education and Enterprise customers. You will act as an internal point of contact for strategic opportunities, upselling managed services to existing customers and provide guidance for identifying net new prospecting customers.

- Taking the lead on opportunities in the Commercial, Education and general Public Sector markets
- Deriving customers' objectives and desired outcomes from the project
- Mapping the path from the customer's current position to their desired objectives from a technical stand point
- Engaging our Industry Specialists for Vision and Planning Workshops where appropriate
- Working with Academia's Account Managers to monitor and close opportunities as they progress
- Logging and updating of all owned opportunities in CRM
- Designing and providing final proposals to all customers we are engaged with

- Helping shape the services the business provides, and the proposition it goes to market with
- Collaborating to develop marketing campaigns.
- Arranging and delivering internal training sessions
- Maintaining any required accreditations/certifications
- Collaboration with our technical architects to be able to position related Academia services
- Collaborate with our e-commerce team to grow market place offerings.
- Identifying related products and services to drive revenue growth.

Why Academia?

The Academia Group is a fast growing, highly accredited, award-winning group of technology companies with a strong footprint in the educational space. We specialise in supplying software, IT hardware, training and managed service solutions to both public and private sectors.

Established in 2003, we employ over 100 dedicated professionals across multiple locations throughout the UK with a group annual turnover of over £70m. We partner with the world's leading technology manufacturers and have the accreditations, certifications and awards to demonstrate our expertise and ability.

We have great people working together as a dream team. With this approach, we are a more flexible, fun, stimulating, creative, collaborative and successful business. Ambition exists at the very heart of what we do and is one of the core values that we share across the entire team. We believe in development and personal growth and reward our 'All-Stars' with an industry leading uncapped commission structure, an opportunity to experience amazing trips away, sales incentives and a culture that celebrates success.

Benefits

A sneak peek into some of our benefits, which include:

- Gym Membership contribution
- Health Cash Plan
- Free annual leave on your birthday
- Flexible working hours
- Free will writing service
- Life Insurance
- Sales incentives and trips abroad
- Length of service bonus
- Increased annual leave with length of service
- And so much more!