

# LEAD TECHNICAL CONSULTANT

Role type: Permanent

Location: Home based with client travel as required

Salary: Competitive

## Role Overview

Crimson requires a customer facing Lead Technical Consultant to join our Consultancy Team. We require an individual who is very commercially focused with an understanding of how businesses operate and the challenges that they face.

To be a successful Lead Technical Consultant at Crimson you will need to have excellent communication skills, be confident making presentations and have the ability to work closely and collaboratively with stakeholders and team members across both Crimson and our client businesses.

You will possess detailed knowledge about the products, technology or solutions we sell and the verticals we operate in. Ideally you will have multiple vertical experience.

The successful candidate will be capable of understanding in depth the requirements of a purchasing organisation and use this knowledge to create and playback world beating solutions to our clients and prospects.

Lead Technical Consultants are quick on their feet and assertive yet tactful in motivating other members of a bid team to achieve their objectives. Time management, efficiency, the ability to meet deadlines and work with minimal supervision are all important.

The Lead Technical Consultant will have excellent client-facing communication skills and be able to communicate functional and technical project details to management and non-technical stakeholders whilst having a balanced mix of technical and business skills.

Experience dealing with and building relationships with a range of client and internal stakeholders including C-Suite Executives is essential.

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## Main Duties and Responsibilities

### Sales Focus

- Work with the sales team and Bid Manager to support RFIs and RFPs completion.
- Work with the sales team to understand customer requirements by running workshops and discovery sessions throughout the pre-sales process
- Generate design outlines and estimates based upon customer requirements.
- Demonstrate the capability of products to meet customer requirements by building and presenting customer solutions, art of the possible sessions and formal demonstrations whilst clearly demonstrating business value
- Help the sales team close the deal

### Customer Focus

- Offer industry best practice insight into client business and industry verticals
- Build trust and customer relationships and become an extension of their team
- Challenge customer assumptions and bring value
- Support sales with account planning and customer reviews
- Build relationships with customers and proactively seek new sales opportunities by developing new relationships with prospective clients.

### Technology Focus

- Understanding the Microsoft stack, especially Power Platform, Dynamics CE, Modern Workplace and Azure.
- Support the installation and maintenance of demo and accelerator environments
- Engage in product training to maintain high product knowledge and keep up with technology developments in an Evergreen world.

### General Focus

- Understand, resolve and communicate technical and business pre-sales issues to management
- Support the sales team to delivery handover process, facilitating successful project outcomes
- Use and comply with company systems and processes
- Contribute to the delivery of Crimson goals, growth and profitability targets by being an active member of the Crimson team and culture.
- Full Driving Licence and ability to travel

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## Technical, Knowledge, Skills, and Experience

### Essential

- Excellent Written, Verbal and Listening Communication and Presentation Skills
- Influencer
- Experience of completing low level and high-level designs, following full pre-sales and project life cycle.
- Understanding of the Microsoft Stack, especially Power Platform, Dynamics CE, Modern Workplace and Azure and ideally Microsoft qualifications in one or more areas.
- Ability to competitively position, differentiate and demonstrate value of our solutions and services
- The ability to work under pressure, demonstrating drive and a positive approach to work.
- Self-motivated, results and quality orientated, good organisational skills, attention to detail, positive helpful attitude.
- Ability to Learn and Adapt in a fast paced technology driven market
- 3+ years working in a similar or customer facing consultancy role
- Understanding of both Agile and Waterfall Project Approaches

### Desirable

- Working knowledge of Microsoft Licensing
- Planning and estimating the delivery of multiple medium to large >£500k tenders and projects
- 5+ years Customer facing consultancy experience