



WE NEED YOU

WE'RE LOOKING FOR

PRE-SALES TECHNICAL CONSULTANT

LOCATION:

Glasgow HP HQ & Home-working

WORKING HOURS:

37.5 hours per week, Monday - Friday

SALARY/DAY RATE:

Up to £70,000 Per Annum

OTHER BENEFITS:

Car Allowance, Life Assurance, PerkBox Discounts, Aviva Pension, HP Discounts, Company Sick Pay.

CONTACT TYPE:

Permanent

REPORTING IN TO:

Account Director

WE'RE LOOKING FOR A PRE-SALES EXPERT

As a Pre-Sales Technical Consultant, you'll represent HP and Intel as a technical expert within the end user sales community and their customers. You'll lead projects end-to-end, from briefing teams and colleagues on key developments through to execution. You'll solve common and complex technical business challenges and propose appropriate solutions, whilst enhancing HP and Intel's technical propositions.

TO MAKE A REAL DIFFERENCE IN THESE AREAS

BRAND ADVOCACY

- Represent HP and Intel as a technical Pre-Sales expert within the end user sales community and their customers
- Share knowledge and expertise through building customer loyalty through being a trusted advisor and brand advocate
- Ensure HP teams are up to date with Intel messaging

PRESENTING

- Lead technical briefings for HP staff on key developments, including AI
- Present joint HP and Intel technical solutions, emphasising security and manageability, tailoring language to suit various audiences

TECHNICAL EFFICIENCY

- Drive vPro adoption across hybrid, corporate, and public sectors.
- Lead AI initiatives for HP/Intel in enterprise markets.
- Design and implement tailored technical solutions for customers.
- Adapt solutions to meet specific requirements and anticipate challenges.
- Solve common and complex technical business issues and recommend appropriate solutions

COMMERICAL AWARENESS

- Utilize consultative selling techniques to seize opportunities.
- Support HP and Intel in maximizing business impact across platforms.

PROJECT MANAGEMENT

- Create, develop, and execute plans with timelines, including testing
- Lead various teams and/or projects, providing direction on activities, tasks, and deadlines

COLLABORATION

- Assist account teams with solution advice and presentations.
- Build meaningful technical relationships with nominated partner technical representatives.
- Build meaningful business relationships with partner sales teams

HP
PRE-SALES
TECHNICAL
CONSULTANT

OUR IDEAL PERSON & THE ESSENTIALS WE'RE AFTER

- You're able to demonstrate extensive experience in technical Pre-Sales
- You've got an expert understanding of AI, security, and device management technologies
- You're experienced with vPro technology and its applications across different sectors
- You're able to confidently lead teams and manage multiple projects simultaneously
- You're a strong communicator, with excellent presentation and consultative skills
- You're knowledgeable on PC components and how to build and troubleshoot common issues
- You're capable of designing and implementing complex technical solutions
- You're able to demonstrate an understanding and knowledge of endpoint security
- You're confident working independently, self-motivated with a can-do attitude
- You're able to stay up to date on the latest trends and technical innovations within the industry, passionate about continuous learning and evolution
- You're knowledgeable on HP devices and specifications
- You're proficient in adopting troubleshooting techniques to understand challenges

Our ETHIC values are at the core of everything we do, the way we think, the approach we take. These five values are qualities we look for in every single member of the Blue Square team.

