



WE'RE LOOKING FOR A

DATA SCIENCE & AI WORKSTATION SPECIALIST

LOCATION: HP Reading HQ

SALARY: £55,000 - £60,000 per annum

WORKING HOURS: 37.5 hours per week, Monday to Friday

OTHER BENEFITS: Car Allowance, Life Assurance, Discount portal, Aviva Pension, Company Sick Pay, ETHIC Values - Employee of the month

WE'RE LOOKING FOR A STRATEGIC AI & DATA SCIENCE SPECIALIST

As our NVIDIA Data Science & AI Workstation Specialist, you will drive the adoption of NVIDIA-powered HP AI and Data Science solutions across Northern Europe. You will act as the technical and commercial specialist helping HP sales teams, channel partners, and customers identify and unlock opportunities within AI, Machine Learning, and Data Science environments.

Within the role, you will work closely with NVIDIA, HP Business Development Managers, HP Account Managers, and Channel Partners to shape go-to-market strategy, enable sales teams, support technical evaluations, and position HP + NVIDIA solutions as the leading platform for AI development and GPU-accelerated computing.

This is a highly strategic and customer-facing role requiring a blend of technical credibility, commercial awareness, and relationship management expertise. You will become a trusted advisor across the AI ecosystem, supporting both partner growth and customer transformation initiatives.

TO MAKE A REAL DIFFERENCE IN THESE AREAS

STRATEGY & MARKET DEVELOPMENT

- Partner with HP AI/Data Science leadership to define regional priorities, align on go-to-market strategy, and drive lead conversion across Northern Europe
- Support the development and execution of HP's AI workstation and GPU acceleration strategy within enterprise and channel environments
- Identify new growth opportunities across key verticals including Financial Services, Healthcare, Manufacturing, Research, and AI-focused organisation's
- Collaborate with NVIDIA on joint market development initiatives, customer engagements, and strategic growth programmes
- Drive awareness and adoption of HP + NVIDIA AI solutions across the wider partner ecosystem
- Represent HP at industry conferences, AI events, and technical communities to strengthen market presence and thought leadership

SALES ENABLEMENT & STAKEHOLDER ENGAGEMENT

- Generate leads and support sales, assist AI/DS business development to grow End User funnel, scale business with Channel Partner Enablement
- Partner with HP Account Managers to identify AI and Data Science opportunities across existing customer accounts
- Enable HP sales teams on AI workstation positioning, customer use cases, competitive differentiation, and AI buying centre identification
- Develop and deliver impactful training sessions, workshops, and enablement materials to increase AI solution expertise across the sales organisation
- Build strong relationships with NVIDIA stakeholders, HP teams, channel partners, and technical communities
- Support pipeline reviews, forecasting, and business performance discussions with senior leadership teams
- Collaborate cross-functionally with sales, technical, marketing, and partner teams to align strategic priorities and accelerate opportunity conversion

CHANNEL PARTNER DEVELOPMENT

- Investigate new partnerships with ISVs and NVIDIA partners
- Work with AI-focused channel partners, resellers, system integrators, and software vendors to expand market reach across Northern Europe
- Enable partners on HP + NVIDIA AI solutions, helping them identify, qualify, and progress opportunities within their customer base
- Build and maintain strong relationships with AI consultancies and ecosystem partners to drive joint go-to-market initiatives
- Develop vertical-specific playbooks, solution narratives, and AI use cases tailored to customer needs and market opportunities
- Support partners in positioning HP + NVIDIA solutions against competitor offerings

TECHNICAL ENGAGEMENT & SOLUTION CONSULTING

- Engage directly with Data Scientists, ML Engineers, AI Researchers, and technical stakeholders to understand computational requirements and business challenges
- Lead technical demonstrations, workshops, and proof-of-concept engagements showcasing the value and performance of HP + NVIDIA AI platforms
- Navigate technical discussions around GPU architectures, CUDA, AI frameworks, model training, and AI infrastructure performance
- Translate complex technical concepts into commercially relevant business value for both technical and non-technical audiences
- Stay current on AI, Machine Learning, and Data Science trends, ensuring HP remains positioned at the forefront of innovation
- Act as a trusted technical advisor supporting customer evaluations, solution positioning, and technical validation activities

REPORTING & PERFORMANCE MANAGEMENT

- Track pipeline growth, partner engagement activity, and opportunity progression across the region
- Provide regular reporting and strategic insights to HP and NVIDIA leadership teams
- Monitor market trends, competitive activity, and customer feedback to inform future strategy and positioning
- Support forecasting and performance analysis against agreed business objectives and KPIs
- Maintain accurate records of customer engagements, enablement activity, and partner development initiatives

OUR IDEAL PERSON & THE ESSENTIALS WE'RE AFTER

- Willing to embrace, live and embed our ETHIC values: Excellence, Together, Heart, Integrity & Curious
- Strong technical understanding of AI, Machine Learning, Data Science, or GPU-accelerated computing
- Ability to confidently engage with Data Scientists, ML Engineers, and technical stakeholders
- Experience in technical pre-sales, solutions engineering, partner enablement, or customer-facing technical roles
- Strong commercial awareness with the ability to identify and develop strategic opportunities
- Excellent stakeholder management and relationship-building capability across technical and commercial audiences
- Experience working within channel, vendor, or indirect sales environments
- Strong presentation, communication, and enablement skills
- Comfortable delivering workshops, demonstrations, and technical training sessions

- Knowledge of NVIDIA GPU technologies, AI platforms, or workstation solutions advantageous
- Familiarity with AI frameworks such as Python, PyTorch, TensorFlow, or related technologies desirable
- Highly proactive, organised, and solutions focused
- Ability to manage multiple projects, stakeholders, and priorities simultaneously
- Comfortable working within fast-paced, evolving technology environments
- Eligible to work within the UK or Germany
- Ability to speak German would be a bonus but not essential
- Flexible to travel across Northern Europe when required

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 TEAM.



EXCELLENCE
TOGETHER
HEART
INTEGRITY
CURIOUS