



# WE NEED YOU

**WE'RE LOOKING FOR**  
TECHNICAL SOLUTIONS CONSULTANT

**LOCATION:**

Chertsey – Samsung HQ

**WORKING HOURS:**

Monday – Friday 37.5 hours per week

**SALARY/DAY RATE**

£70,000 - £90,000 per annum

**OTHER BENEFITS:**

10% Bonus, Life Assurance, Discount portal, Company Car, Aviva Pension, Samsung Discounts, Company Sick Pay, ETHIC Values - Employee of the month: a chance to win a £500 lifestyle voucher!

**CONTACT TYPE:**

Permanent

**REPORTING IN TO:**

Client Service Manager

**ROLE TYPE**

Specialist

## WE'RE LOOKING FOR A TRUSTED TECHNICAL ADVISOR

As our Technical Solutions Consultant, you'll act as technical authority and a trusted specialist for Samsung's Enterprise Mobility portfolio. This senior individual contributor role drives commercial growth by leading technical engagements, validating solutions, and ensuring Samsung technologies meet complex enterprise customer requirements.

The role works closely with Sales, Product, and Marketing teams to shape technical solutions, influence product development, and de-risk commercial opportunities. The role requires deep technical expertise, commercial awareness and executive-level customer engagement. The role operates with high autonomy and is accountable for technical leadership across Samsung's most complex and commercially significant enterprise opportunities.

## TO MAKE A REAL DIFFERENCE IN THESE AREAS

### CUSTOMER & PRE-SALES TECHNICAL ENGAGEMENT

- Serve as a trusted technical specialist and escalation point on Samsung enterprise mobile solutions, providing expert guidance for end customers and channel partners.
- Own and lead complex requirements gathering and design technical solutions aligned with customer business objectives.
- Design, lead and facilitate advanced technical workshops with customer IT, security, and architecture teams.
- Lead the design and delivery of proofs of concept (PoCs) used to justify commercial and security sign-off to demonstrate solution viability and support business cases.
- Lead and govern the delivery of technical solutions across the MX SEUK B2B customer portfolio, providing strategic direction, technical decision-making and technical leadership.

### SALES & BUSINESS ENABLEMENT

- Act as the technical lead during bids, proposals, and large-scale commercial opportunities.
- Influence Sales teams in identifying, shaping, and closing complex business opportunities.
- Deliver high-level technical presentations and demonstrations to enterprise customers and partners.
- Become the strategic technical architect to senior director-level stakeholders, contributing to customer account strategy, long-term technology direction, and strategic advisor.

### PRODUCT, MARKETING & INNOVATION

- Shape portfolio direction through enterprise insight to Marketing and Product teams in shaping the B2B portfolio.
- Identify early adopters for new products and technologies on the Samsung roadmap (e.g., Knox, Galaxy XR, security integrations) and influence prioritisations.

**SAMSUNG B2B  
TECHNICAL  
SOLUTIONS  
CONSULTANT**

- Translate complex customer requirements and market insight into actionable feedback that influences roadmap prioritisation and future product development decisions.

**CUSTOMER SUPPORT & RELATIONSHIP MANAGEMENT**

- Provide targeted direct technical support to customers where it enables business development, retention, or acquisition opportunities.
- Establish and maintain long-term trusted relationships with enterprise customers and partners.
- Represent Samsung as a senior technical spokesperson at industry events, trade shows, and customer-facing activities.

**REPORTING & GOVERNANCE**

- Work closely with the Head of B2B Enterprise Sales to define and align technical strategy with commercial objectives.
- Provide strategic report and insight on technical projects, activities, and customer engagements to senior management.
- Produce high-quality technical documentation, training materials, and solution designs.
- Identify, analyse, and resolve complex technical issues across all levels of the customer base, ensuring effective and timely solutions.

**OUR IDEAL PERSON &  
THE ESSENTIALS WE'RE AFTER**

- You're degree qualified in Computer Science, Engineering, Information Technology or related field / or qualified by experience
- You're experienced with mobile technologies (Android)
- You have a good understanding of IT processes and services (technical and sales)
- You're dynamic, not afraid of challenges and stepping into uncertain customer scenarios
- You're a team player with excellent organisation, communication and management skills
- You're experienced in preparing official technical documentation, presenting and training
- You're experienced in working with B2B customers (or similar)
- You will have knowledge of Samsung B2B product portfolio including knowledge of Knox security portfolio
- You will have knowledge of Mobile Device Management systems, Android Enterprise and other mobile enterprise solutions
- You will have a deep level knowledge of Android/Wear OS including app development and OS security

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SOLUTIONS  
CONSULTANT

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.

