



# JOB GUIDE

---

## Azure Specialist



# A brief introduction into what the role entails

Azure Specialists work with clients and teams to help shape cloud transformation solutioning using the Microsoft cloud platform and its wide eco-system of partners.<sup>\*1</sup>





## KEY RESPONSIBILITIES IN THIS ROLE <sup>\*2</sup> (MAY INCLUDE BUT ARE NOT LIMITED TO)

- Be a senior business leader with deep technical expertise within enterprise sales organisations.
- Lead a team of technical, partner and consulting resources to advance the sales process and achieve/exceed Azure sales and usage/consumption targets for Azure.
- Be a trusted advisor and an Azure (Infrastructure/Data and AI/ DevOps) subject matter expert.
- Work within a team of technical, partner and consulting resources to help educate customers at a technical level, demonstrate and prove solutions, to win the technical decision.

## WHAT CAN YOU EXPECT TO GET PAID AS AN AZURE SPECIALIST? <sup>\*3</sup>

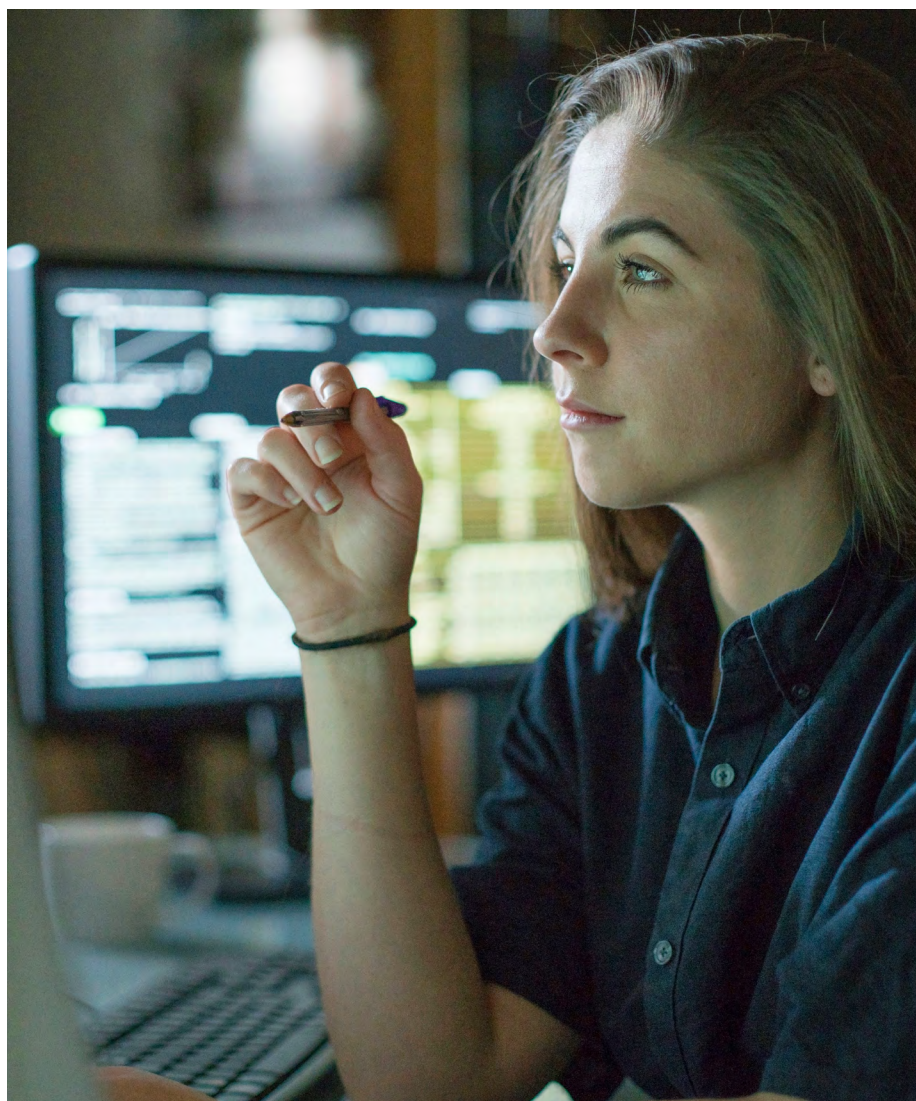
The average Azure Specialist salary in the United Kingdom can range from £70,000 to £120,000 per year.

## WHAT HOURS CAN YOU EXPECT TO WORK? <sup>\*4</sup>

Working hours can vary somewhat depending on the company itself. Most Azure Specialist roles will be full time roles that reach a total of between 37.5 and 40 working hours per week.

## WHAT SPECIFIC SOFTWARE/PLATFORMS SKILLS ARE ESSENTIAL TO POSSESS IN THE ROLE? <sup>\*2</sup>

Azure (Infrastructure/Data and AI/DevOps) workloads within the Azure portal.



## WHAT ENTRY QUALIFICATIONS DO YOU NEED TO BECOME AN AZURE SPECIALIST? <sup>\*2</sup>

- Experience selling cloud services to large/global enterprise customers.
- Account Management: Planning, opportunity qualification and creation, stakeholder and executive communication, needs analysis, services/partner engagement, opportunity management and pipeline management required.
- Executive Presence: Experience and expertise selling to line of business decision makers, technical decision makers & enterprise solution architects by aligning and reinforcing the value of the solution to the customer's overall business pain and/or strategic opportunities and decision criteria.
- Problem Solver: Ability to solve customer problems through cloud technologies.
- Collaborative: Orchestrate and influence virtual teams to pursue sales opportunities and lead v-teams through influence required.
- Technical: Enterprise-scale technical experience with cloud and hybrid infrastructures, architecture designs, migrations, and technology management.
- Knowledge of Microsoft technologies including Microsoft Azure, Office 365, Dynamics-365, Power-Platform, etc.

### For more senior roles, candidates could explore the following qualifications: <sup>\*1</sup>

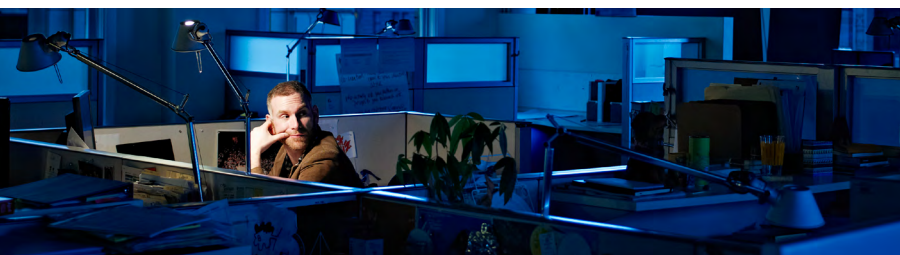
- Minimum of 7 years experience working in cloud solutions.
- Minimum of 4+ years of experience in architecting large-scale cloud solutions, performing as-is and to-be cloud solutions, crafting architectural options and analysis, finalising the preferred solutions working with IT and business stakeholders.
- Certifications in Microsoft Azure (AZ-304).

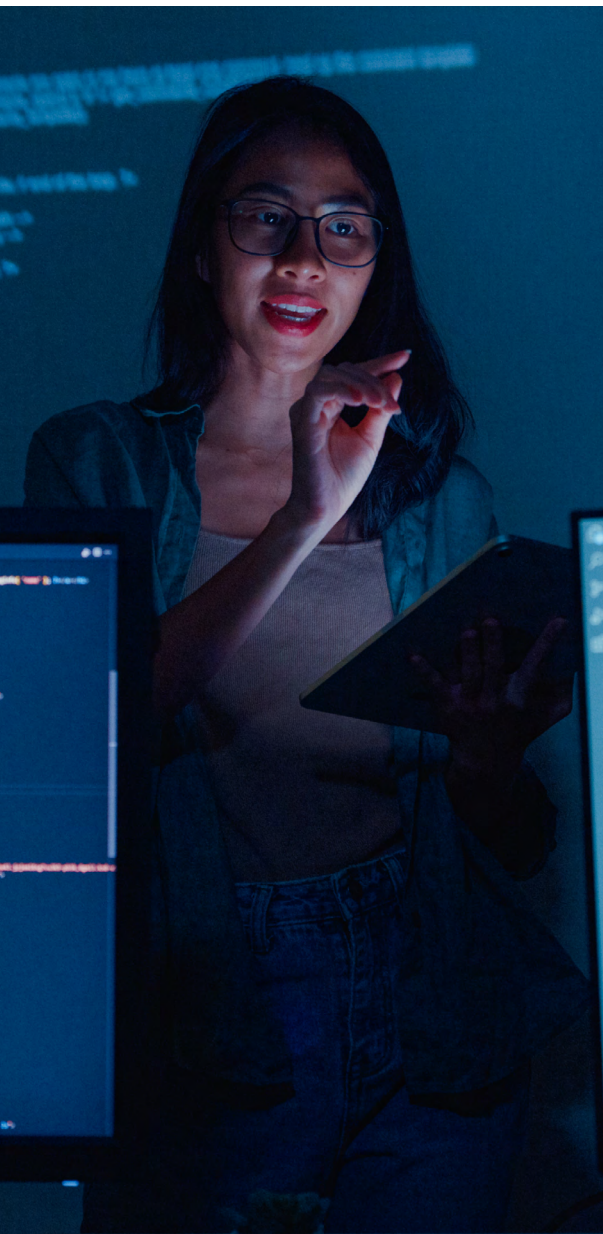


## WHAT SKILLS DO YOU NEED TO BE AN AZURE SPECIALIST? <sup>\*5</sup>

Although this list is not exhaustive, below is a summary of some of the skills considered most integral to being a top-tier Azure Specialist:

- Confidence in mapping business requirements to solutions and services.
- Be commercially savvy. Understand all aspects of pre-sales, develop ingenious solutions for clients, and support the sales lifecycle.
- Creative approach to partnerships, marketing, business development, and sales.
- Proven ability to build, manage and foster a team-oriented environment.
- Excellent communication (written and oral) and interpersonal skills.
- Excellent leadership and management skills.
- Proven ability to work creatively and analytically in a problem-solving environment.





## WHAT EXPERIENCE DO YOU NEED TO BECOME AN AZURE SPECIALIST? <sup>\*5</sup>

Ideally, a successful candidate would have one or a combination of the following experience:

- Knowledge of Microsoft Azure, Infrastructure, Data and Security.
- Experience in selecting the appropriate Azure service based on client use case data, security, and technical requirements.
- Ability to identify, evangelise, and demonstrate appropriate Azure components, and to innovate with preview features and functionality.
- Strong demonstrable experience in designing and deploying scalable, universally available, and resilient solutions on Azure.

## WHAT LEARNING TRAINING COURSES/BOOTCAMPS COULD HELP YOU BECOME AN AZURE SPECIALIST? <sup>\*2</sup>

AZ900, AZ104, AZ101, SC900 certifications and other credentials related to Azure depending on your specific Azure area (Infrastructure/Data and AI/DevOps).

## WHAT OTHER ROLES COULD AN AZURE SPECIALIST EASILY NAVIGATE INTO?

1. Solution Architect
2. Account Executive
3. Technology Strategist
4. Service Delivery
5. Sales Engineer
6. Technical Specialist



## REFERENCES:

1. [https://www.accenture.com/pl-en/careers/jobdetails?id=R00027863\\_en](https://www.accenture.com/pl-en/careers/jobdetails?id=R00027863_en)
2. [Job details | Microsoft Careers](#)
3. <https://www.reed.co.uk/jobs/multi-cloud-pre-sales-architect/49764256>
4. <https://qaapprenticeships.kallidusrecruit.com/VacancyInformation.aspx?VId=81084>
5. <https://jobs.smartrecruiters.com/PAConsulting/743999840232844-microsoft-azure-data-ai-pre-sales-engineering-lead>



**FOR MORE INFORMATION ON CWJOBS,  
SPEAK TO ONE OF OUR TEAM.**

**0333 0145 111**

**[cwjobs.co.uk/recruiters](https://cwjobs.co.uk/recruiters)**

