

Cloud Adoption Consultant

BlueRidge IT- Dubai Silicon Oasis (United Arab Emirates)

Job Description

BlueRidge IT is looking for an I.T. professional with experience in designing, implementing and self-managing Cloud Adoption projects based around Microsoft specific cloud technologies. One of the key responsibilities will include providing pre-sales technical advice to sales personnel and customers.

The primary responsibility of this role will be to lead the implementation and the Adoption of Microsoft Cloud Solutions, specifically around Microsoft Fast Track Adoption Programs.

This role will also provide leadership in developing a sustainable Cloud Solutions for clients. The successful candidate will be responsible for planning and execution for these solutions.

Key Result Areas

Consultancy background in delivering production deployments of Microsoft cloud solutions including Office365, Microsoft Azure Infrastructure, Security, and EMS will be key requirement to be selected. Microsoft Certification at MCITP or MCSE level on Windows 2016 platforms is a must.

Desired Skills & Experience

Qualification and experience

- Orchestrate large-scale Cloud Engineering projects that may require active participation, coordination, dependency management, and communication across multiple Engineering & Analytics groups
- Own internal and external communications to ensure stakeholders have a clear understanding of program status and risks
- Drive program success by developing milestones and holding leads and teams accountable for deliverables
- Provide expert and actionable guidance on developing best practices – teams can look to you for crafting sound plans to make progress
- Proactively identify potential issues and inefficiencies that need to be quickly resolved
- Manage the expectations, demands, and priorities of multiple internal stakeholders based on overarching vision and success for overall program

- Demonstrate excellent customer service skills through all levels of communication.
- Create and articulate compelling value propositions around Microsoft Cloud products and services.
- Accelerate customer adoption through education and engagement.
- Assist customers in identifying use cases for priority adoption of Microsoft Clouds as well as best practices implementations.
- Assist in developing long-term strategic relationships with key accounts.
- Manage time efficiently, meet personal goals, and work effectively with other members of the sales and marketing team.
- Travel moderately as necessary
- Direct experience implementing cloud services.
- Experience in a lead role supporting large programs
- Demonstrated ability to work across functional teams to deliver large, complex IT solutions
- A proven track record of being detail-oriented with a demonstrated ability to self-motivate and follow through on projects
- Ability to work with both technical and non-technical individuals.
- Effective written and oral communication with multiple levels of leadership involving both business and technical sides of the business
- The ability to deal with ambiguity and a changing environment, as well as a rapid work pace
- Maturity, judgment, negotiation/influence skills, analytical skills, and leadership skills
- Ability to credibly coordinate between project teams and customers to meet unique customer requirements
- Meets/exceeds BlueRidge's leadership principles requirements for this role
- Meets/exceeds BlueRidge's functional/technical depth and complexity
- A background/knowledge in the Pre-Sales and supporting Sales Team
- Excellent communication, presentation and organization skills are also necessary.
- A minimum of 3-5 years' experience at an intermediate to a senior level in the Information Technology industry, especially in Product / Program Management, and/or Technical consultancy.
- Must be a dynamic and enterprising achiever who welcomes the opportunity to grow with the company.

Duties

- Conducting on-site customer visits.
- Communicating with client staff and system users with keen attention to their needs. Applying or adapting technical solutions to meet these requirements as well as being able to explain/justify these suggested changes.
- Planning timescales and resources needed.
- Clarifying a client's system specifications, understanding their work practices and the nature of their business.
- Defining I.T. Infrastructure necessities, matching software solutions with appropriate hardware and network requirements.
- Developing agreed solutions and implementing new systems.
- Presenting solutions in written or oral reports.
- Helping clients with change-management activities.
- Preparing documents, proposals, and progress reports for customers.
- Organizing and participating in training end-users and other consultants.
- Communicating customer needs and requirements to project manager and internal departments.
- Ability to learn and keep up with relevant new technologies and advancements, then apply these in a practical manner towards client requirements.
- Preparing and executing presentations

Requirement

- 5+ years of experience in cross-team technical program and/or project management in cloud computing & technology.
- Cloud technology knowledge and implementation experience
- Influential communication and ability to achieve alignment
- Innovative, technical mindset
- Demonstrated ability to work with teams of varying levels of technical skill, seniority, and technical understanding,
- Experience in problem solving within Research and Development settings, as well as in well defined & scoped projects.
- Ability to work under pressure and flexibility with changing needs and direction in a rapidly-growing organization.
- Experience in KPI development and communications for Cloud Environments
- Excellent organization and communication skills at an executive level
- Understanding of Financial component of Cloud Operations.
- Experience in business technology as a senior program manager, in SaaS, cloud computing, and/or emerging technologies.
- Experience with managing resource and budget constraints
- Bachelor's and/or Business degree in I.T., Information Systems Management or equivalent. ATTESTED DEGREE IS A MUST
- Microsoft Certifications are a MUST
- UAE Driver's License will be a PLUS
- Experience in in the Deployment, implementation, Configuration, and supporting MS Clouds Solutions, and infrastructure products.

Company Description

BlueRidge IT is a technology solutions provider specifically focusing on Microsoft Cloud Solutions. These include Office 365, Windows Azure, Enterprise Mobility Suite, SharePoint and MS Dynamics 365. We hold Gold Competency indicating Microsoft's recognition of our expertise with their technologies and our proven record in surpassing customers' expectations.

Our staff have a passion for technology and specialize in providing consultancy and cloud solutions to organizations of all sizes, including but not limited to Healthcare, Oil and Gas, Government, Education and Professional Services.

What We Strive For

Mission & Vision

To provide our clients with innovative, secure, always up to date, and cost effective information technology transformation solutions that bridges the gap between Technology and Business.

Our Values

We are passionate about what we do...by providing our clients with the tools to maintain and embrace transformation, and we always steer away from procrastination tactics or ones that build consultant dependency.

Our Niche

Deliver compelling business benefits to any organization seeking to improve their IT department's prowess, enhance their skills and agility, reduce risk, and improve service levels and lower costs.

What We Do

Cloud Migration

As a Microsoft Gold Partner and your trusted Cloud Advisor, we can help you embrace cloud-based Solutions such as Office 365, Windows Azure, Windows Intune, EMS, CRM, and Dynamics 365. We handle everything on Microsoft Cloud. This includes Licensing, Hosting, Deployment, Migration, Operations and Support.

Application Deployment

We Create and deploy mission-critical business application that scale with your business. We provide hosted or on-premise application deployment services such as Enterprise Project and Portfolio Management Solutions, Microsoft Dynamics ERP & CRM, SharePoint Services, and powerful Azure websites and web apps.

Managed Services

As your Trusted Cloud Advisor, we offer you a complete IT service management solution supporting all your IT Infrastructure needs. Your systems can be monitored and supported both remotely and locally 24/7 by our managed IT services team while ensuring efficient operation with flexible offerings like Microsoft Azure, Office 365, and Dynamics 365.