

Title:	Solution Consultant (Pre-Sales & Consultancy)	
Salary:	Competitive base salary + variable pay + standard company benefits	
Benefits:	25 days annual leave	Life Assurance Scheme
	5 days annual study leave	Income Protection Scheme
	½ day birthday leave	Contributory Pension
	1 day annual charity leave	Private Medical Scheme
	Subsidised Gym Membership	Sports & Social Club

Company Summary

Attenda is a leading specialist in the provision of managed services solutions for operating Internet and enterprise applications. We currently manage business and brand critical applications for some of Europe's leading companies including bmi, Christian Aid, Regus, Princes Foods, St. James's Place and Travelodge. Our services allow our Clients to selectively outsource their IT operations and re-focus on using IT to add strategic value to their business. Through a commitment to operational excellence, we manage, secure and optimise the performance of our Clients applications irrespective of the physical location of the infrastructure.

The company is financially strong and we have earned the industry's leading accreditations ISO9001, ISO27001, ISO20000, is an HP Signature Partner, a Microsoft Gold Certified Partner, and a SAP Adaptive IT Hosting provide and their first global partner outside of Germany to achieve their SAP Cloud accreditation. In addition we are one of only seven companies to have been ranked in the UK's Sunday Times ARM Tech Track 100 for three consecutive years, have won the Best Managed Services Provider for 2008, 2009 and 2010, have been voted VMware's EMEA Hosting Partner of the Year 2008 and 2009, and recently voted VMware's Global Hosting Partner for 2010 and are one of only a handful of IT companies to achieve 2 star accreditation in the 2011 Sunday Times Best Companies Survey.

Role:

We have an incredibly diverse, talented and committed team of people whose focus is squarely on working together to keep IT environments and critical applications running 24 hours a day, so that our Clients can focus on building success in their own field. Due to our continued success and growth we are looking to recruit an additional person to join our Solution Consultancy team. Reporting to the Director, Service Strategy you will be responsible for :

- Determination of requirements and the generation of solution options for Attenda sales prospects, particularly for complex opportunities requiring further elaboration in conjunction with the Attenda sales team
- Undertaking pre-sales consultancy or advisory engagements to facilitate development of sales opportunities
- Contributing to production of Attenda sales proposals, tender responses and presentations, and sales presentation delivery
- Briefing of, and liaison with, Solution Architects and others assigned to sales bids / proposals
- Input to sales contract development and negotiation
- Developing and maintaining a "trusted advisor" relationship with prospects and clients
- Input to Attenda product management and strategy development based on client and market exposure

Person:

- 10+ years overall IT experience with a broad technical background, of which 5+ years on IT managed services and outsourcing, Previous experience in a Solutions Architect role would be highly desirable
- An excellent understanding of IT managed services and outsourcing, and general IT operations and service management, including ITIL and relevant ISO standards
- Solid sales / pre-sales experience including creation of proposals and client presentations, with track record of identifying and developing sales opportunities
- Consultancy experience, particularly in a "lone consultant" role including workshop development and facilitation, business and technical analysis / assessment, ability to "deep dive" in specialty areas (balanced with ability to explain concepts simply and clearly)
- Capable of working with senior Client-side IT management, with confidence and credibility
- Good team player, with solid project background (especially migration / transformation programmes)
- Excellent time management, and ability to carry a varied workload with minimal supervision

certainty / confidence / agility