**COMPANY PROFILE**

Microsoft is the worldwide leader in software, services and solutions that help people and businesses realize their full potential.  We're motivated and inspired every day by how our customers use our software to find creative solutions to business problems, develop breakthrough ideas, and stay connected to what's most important to them.

We run our business in much the same way.  Our employees come as they are and do what they love.  Imagine the opportunities you’ll have in a company with more than 100,000 employees in more than 100 countries, working on hundreds of products—spanning games, phones, developer tools, business solutions and operating systems.  We work hard, but we value work/life balance, and each of us defines what that means to us.  So why not explore what we do, where we do it, and what life is really like at Microsoft.  You just might be surprised.

No matter what your passion is, you’ll find it here.  You can work on a multi-billion-dollar global business or a revolutionary technology that hasn’t yet left the lab.  Join us at Microsoft and start your journey.

**GRADUATE OFFERING**

Our MBA Program will offer you the opportunity to join Microsoft on a real job role working on customer facing technologies in IT related and business related sales positions.

On top of your role you’ll have the chance to attend two international training weeks during your first 18 to 24 months. These bring together a community of thousands of graduates from over 60 countries, enabling you to build a global network of contacts and to gain exposure to real Microsoft business activities and leaders in the world!

**MBA OPPORTUNITY IN SALES**

Our technology helps to empower customers through you. These positions give you the opportunity to have an impact on both internal and external customers. You are the kind of person who can’t help but inspire people with the power and potential of technology. You’re hardwired to share with them how a program or new piece of hardware can improve their lives or businesses. Here, you can use your gift to become a trusted client advisor, supporting our customers and keeping our company growing in more than 100 countries around the world.

**Solution Sales Professional**

As a Solutions sales professional, you will identify our customers’ pain points and solve them through the latest software and services solutions. You will be our customers’ trusted consultant, thoroughly evaluating the health of their IT platforms and development environments and diagnosing areas for improvement. Your solutions drive measurable value, helping customers run their businesses more cost-effectively and efficiently and giving them a competitive edge in their marketplace—be it business, government, or academics. You will build and maintain relationships with executive business and technical decision makers, be able to articulate and present the business value of Microsoft’s solutions, and develop a firm understanding of Microsoft’s strategies and product offerings relative to our major competitors. This role is crucial in defining, developing, prioritizing, and ultimately selling our industry solutions at scale. You will become a subject matter expert (SME) in industry trends, competition and account-specific business drivers as you help educate and keep the Microsoft field sales force current in these areas.

**QUALIFICATIONS**

* An MBA degree (within six months of graduation)
* First practical sales experiences, e.g. in selling software solutions or hardware, preferred
* Excellent communication, presentation as well as analytical and problem-solving skills
* Strong desire and business acumen for consultative solution
* Exceptional negotiation, customer service, and interpersonal skills
* Passion for technology, both consumer and enterprise
* Some understanding of cloud computing, Microsoft Office 365, or devices preferred

Microsoft is an equal opportunity employer and supports workforce diversity.  <https://www.microsoft.com/diversity>

Microsoft’s privacy statement can be viewed on the following web page: <https://privacy.microsoft.com>