

Role Profile: Senior Solutions Consultant

Since our inception, the Dataspire team have always been passionate about education, almost as much as we're crazy about IT.

Our focus has been simple: to work in partnership with schools of all sizes in creating dependable and high-performing IT environments which ensure staff have total confidence in using ICT to deliver outstanding learning outcomes for their students.

Key Information

Company Details:

Dataspire Solutions, Lowry Mill, Lees Street, Manchester, M27 6DB

Role Location:

Hybrid

Salary:

£60-69k

Reporting into:

Head of Technical Services

To Apply:

Please send your CV and a brief cover letter to:
careers@dataspire.co.uk

About the role

As a Senior Solutions Consultant, you will lead the discovery, design and presentation of complex, strategic and multi-site opportunities including MAT-wide work and non-standard designs. Your solutions will span the full technology stack including network, cloud, identity, endpoint, backup, security, safeguarding, compliance and operational monitoring.

You will be a key technical voice in customer meetings, bid responses, solution reviews and framework opportunities working closely with Sales, Implementation Services and Systems Operations to ensure what we propose is technically sound, commercially realistic and operationally supportable.

Key responsibilities

- Lead complex discovery across multiple schools, sites, stakeholders or technical domains.
- Design end-to-end solutions spanning networks, cloud, identity, endpoint, backup, security, safeguarding, compliance and operational monitoring using reference architectures and DfE, NCSC and KCSIE guardrails.
- Produce and defend high-quality proposal content including solution overviews, HLDs, diagrams, SOWs, scope, assumptions, responsibilities and acceptance criteria.
- Present recommendations confidently to SLTs, governors, trust leaders and technical steering groups adjusting language for both technical and non-technical audiences.
- Peer review proposals, SOWs, assumptions and solution designs produced by Associate and Solutions Consultants.
- Identify design risk, delivery risk, operational risk and commercial risk early and challenge constructively.
- Support strategic bids, tenders, framework opportunities and high-value projects ensuring responses are compelling, compliant and commercially balanced.
- Collaborate with Implementation Services and Systems Operations leaders to validate feasibility, effort, migration approach and operational readiness.
- Capture reusable design patterns and challenge one-off bespoke approaches feeding improvements into standards, templates and the solutions catalogue.
- Mentor and coach Associate and Solutions Consultants in discovery, design quality, documentation and presentation skills.

Technologies you'll design with

- **Network and connectivity:** HPE Aruba, Cisco Meraki, Ubiquiti.
- **Perimeter and edge security:** Smoothwall, Securly, Barracuda, Fortinet.
- **Servers and virtualisation:** Microsoft Windows Server, Hyper-V, VMware (ESXi, vCenter), Dell EMC, HPE ProLiant.
- **Collaboration and productivity:** Microsoft 365, Google Workspace for Education.
- **Identity and directory services:** Active Directory, Azure AD, Entra ID, IAM Cloud.
- **Endpoint management:** Autopilot, SCCM, Intune, Google Endpoint Management, JAMF, Lightspeed, MDM.
- **Apple platform management:** macOS, iPadOS, iOS, JAMF.
- **Storage and backup:** SAN, NAS, S2D, Redstor.
- **Remote access and voice:** RDS, VPN, 3CX, Microsoft Teams.
- **Security, filtering and safeguarding:** DfE, Cyber Essentials and KCSIE-aligned platforms.

What we're looking for

- Strong consulting experience in complex infrastructure, cloud, network or education technology environments, ideally within an MSP.
- Strong architecture capability. Comfortable working with reference architectures, design principles and end-to-end solutions spanning infrastructure and cloud.
- Broad technical awareness with depth in at least one major domain (network, cloud, identity, security or endpoint).
- Exceptional presentation and communication skills. Proven ability to present confidently to SLT and trust leadership, explain concepts to non-technical audiences and go deep with IT managers.
- Demonstrable presales or bid experience including shaping solutions for RFPs, tenders and framework opportunities alongside sales and finance on pricing.
- Strong commercial awareness and ability to manage ambiguity.
- Strong documentation skills. Concise proposals, clear diagrams and structured SOWs.
- A proactive, collaborative approach comfortable owning opportunities end-to-end while operating as part of a wider "One Team".

Nice to have: Previous experience working in or closely aligned to the education sector with understanding of NCSC, DfE and KCSIE standards. If not, your ability to understand educational outcomes and translate them into effective IT solutions is what counts.

What we offer

- Normal hours of work of 37.5 per week.
- Hybrid working – 3 days a week in the office.
- 32 days' holiday each year inclusive of bank holidays.
- Additional paid Christmas shutdown day.
- Birthday off.
- On-site parking.
- Optional branded workwear.
- Employee Assistance Programme available to support colleagues with wellbeing, mental health, legal, financial and personal advice.

Working with others

- Solutions Design for design governance and reference architectures.
- Implementation Services for delivery validation and cutover feasibility.
- Systems Operations for operational readiness, resilience and monitoring requirements.
- Sales leadership for strategic opportunity shaping.

Development and progression

You will benefit from a structured development framework including:

- Continuing Professional Development (CPDs) aligned to our financial year.
- Monthly 1:1s.
- Pluralsight licence with ringfenced learning time.

- Vendor-led training where needs identified.

Clear progression path towards Lead Solutions Architect by owning standards, governance, reference architectures and portfolio-level technical direction.

Why this role matters

Our mission is to create dependable, high-performing IT environments that give teachers confidence in using technology and help young people access outstanding learning experiences. In this role, every solution you design will directly influence how teachers teach, how students learn and how schools operate safely and efficiently. If you are motivated by the idea of using your architecture and presentation skills to make a tangible difference in education, this is the role for you.

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We are proud to be a Mental Health at Work Committed organisation and a Disability Confident employer. We are committed to creating a working environment where everyone feels supported, valued, and able to perform at their best.