

Dataspire



Role Profile:

Pre-Sales Solution Designer

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:

Based in Manchester with regular travel across the North West of England and occasionally further to meet with supported schools and Trusts.

Salary:

Competitive salary dependent on experience

To Apply:

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

Role Profile: Pre-Sales Solution Designer

Role Overview:

Main duties

- Reporting to the CTO and working closely with the Sales Team
- To act as the technical expert during the pre-sales process, translating customer requirements into practical, deliverable solutions
- To conduct technical discovery sessions with prospective clients, identifying their challenges and opportunities
- To design comprehensive IT solutions that align with educational outcomes and budget constraints
- To produce high-quality technical proposals, presentations and documentation for prospective clients
- To support the Sales Team in client meetings, presentations and tender responses
- To stay current with emerging technologies and trends in the education sector
- To work collaboratively with the Implementation Team to ensure smooth handover of new projects
- To build and maintain strong relationships with technology partners and vendors
- To contribute to Dataspire's thought leadership by supporting the Marketing Team with case studies, whitepapers and content creation
- To represent Dataspire at education sector events, exhibitions and networking opportunities
- Support Dataspire vision, goals and strategic objectives

Key Technical Skills

Strong working knowledge of most or all of the areas below is essential:

- Networking solutions (Aruba, Meraki, Cisco) including design and costing
- Wireless infrastructure for education environments
- Windows Server and client operating systems
- Virtualised and cloud infrastructure (Hyper-V, VMWare, Azure)
- Microsoft 365 Solution Stack and education licensing models
- Azure services and cloud migration strategies
- Cybersecurity frameworks and compliance requirements for schools
- Firewall and network security solutions
- Web Filtering and Safeguarding technologies
- Device management strategies and MDM platforms
- Backup and disaster recovery solutions
- Understanding of DfE standards and education sector compliance requirements

You will also have:

- At least 5 years previous technical experience in IT solutions or consultancy
- Proven ability to translate technical concepts for non-technical audiences
- Experience producing professional proposals and presentations
- Strong commercial awareness and understanding of solution costing
- Excellent presentation and stakeholder management skills
- Own transport and full driving licence
- Able to pass DBS enhanced check
- Understanding of the Education Sector would be highly advantageous

Key responsibilities:

- To lead technical discovery sessions with prospective clients, asking the right questions to uncover true requirements
- To design solutions that balance technical excellence with commercial viability
- To produce compelling technical proposals that clearly articulate value and ROI
- To support tender responses with technical expertise and documentation
- To deliver presentations to school Senior Leadership Teams, Governors and technical staff
- To work with vendors and partners to validate technical approaches and obtain competitive pricing
- To maintain a solutions library and contribute to proposal templates
- To provide technical input to marketing materials and thought leadership content
- To ensure smooth handover of won projects to the Implementation Team
- To maintain awareness of competitor offerings and market trends
- Strong business acumen combined with technical expertise
- Ability to build rapport quickly with diverse stakeholders
- Consultative approach with excellent listening skills
- Strategic thinking with attention to practical implementation
- Self-motivated with strong organisational skills

One Team

- To assist across Dataspire where and when required following a call to arms
- To suggest improvements that might benefit other areas within Dataspire, based on your experience of best practices deployed elsewhere.

Values, Ethics & Behaviours

- To support Dataspire goals, values, ethics and Dataspire guiding principles (Focus on Value, Start where you are, Progress iteratively with feedback, Collaborate and promote visibility, Think and work holistically, Keep it simple and practical, Optimise and automate) in your own approach.

- To support, encourage and drive improvements across Dataspire (People, Processes, Partners, and Products) by taking a proactive and supportive approach in line with the Dataspire key principle “One Team – Stronger Together.”
- Encourage, promote and be a champion of the core values of Dataspire encapsulated in our Mission Statements: “To develop our positive culture and nurture Dataspire employees with collaborative development in a respectful and inclusive environment that promotes equality with integrity, whilst keeping the customer at the heart of all we do.”