

Dataspire

A smiling man with a beard, wearing a green shirt, is pointing at a laptop screen in a meeting. He is surrounded by other people whose hands and arms are visible, suggesting a collaborative work environment. The background is blurred, showing office windows and interior lights. A large blue circular graphic is overlaid on the top right of the image.

Role Profile: 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:

Competitive salary dependent on experience

Reporting into:

Head of Technical Services

To Apply:

Please send your CV and a brief cover letter to:

careers@dataspire.co.uk

Are you a proactive presales engineer or technical consultant who enjoys translating complex IT requirements into robust, deliverable solutions? If you want to design infrastructure that genuinely improves teaching and learning, and see your solutions make a tangible impact on the education sector, this could be the role for you.

About the role

As a Solutions Consultant, you will act as the technical bridge between our customers' educational goals and Dataspire's IT solutions. You will lead technical discovery and design end-to-end solutions covering networks, cloud platforms, security, and devices for small and medium-scale bids.

You will work directly with customers and internal teams to ensure your designs are technically sound, commercially viable, and perfectly aligned with education standards. You will be a key voice in customer meetings, working closely with Sales and Implementation to ensure a smooth transition from proposal to live service.

Key responsibilities

- Lead technical discovery, requirements gathering, and scoping, including site assessments and stakeholder workshops in schools and trusts.
- Design end-to-end solutions covering networks, cloud platforms (Microsoft 365/Google Workspace), security, and devices, using Dataspire reference architectures and DfE/NCSC guidance.
- Produce high-quality proposal content, including solution overviews, architectures, scope boundaries, and implementation approaches.
- Work with Sales and Finance to size, price, and package solutions, balancing commercial constraints with future scalability.
- Present solutions to customers in formal meetings, adjusting your language to engage both technical IT Managers and non-technical school leadership.
- Collaborate with the Implementation team to validate deliverability, create transition plans, and agree on clear acceptance criteria.
- Capture lessons learned from delivered projects, updating our design patterns, templates, and standard offerings.

Technologies you'll work with

- **Networking & Connectivity:** Campus and edge networking, Enterprise Wi-Fi, and perimeter security (HPE Aruba, Cisco, Firewalls).
- **Platforms & Virtualisation:** Windows Server, Hyper-V, VMware, and Apple platform management.
- **Identity & Cloud:** Microsoft 365, Google Workspace, Active Directory, and Azure AD / Entra ID.
- **Endpoint Management:** SCCM, Intune, and Google Endpoint Management.
- **Security & Safeguarding:** Web filtering, safeguarding platforms (DfE/KCSIE compliant), and secure remote access (VPN, RDS).
- **Storage & Backup:** Enterprise storage (SAN/NAS) and backup platforms like Redstor.

What we're looking for

- Experience in an MSP or similar environment, delivering or designing infrastructure (networks, servers/virtualisation, Microsoft 365/Azure, security).
- Strong ability to translate business and educational outcomes into clear technical designs and requirements.

- Confidence in customer-facing roles, with a proven ability to run workshops, demos, and solution walkthroughs.
- Strong documentation skills: capable of writing clear proposals, assumptions, and scope boundaries.
- A collaborative approach: comfortable working alongside Sales and Implementation as part of a "One Team" ethos.
- **Nice to have:** An education background (or experience working in or designing IT solutions for schools or MATs). What matters most is your ability to apply IT best practices to educational environments.

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 making a tangible difference in education, this is the role for you.