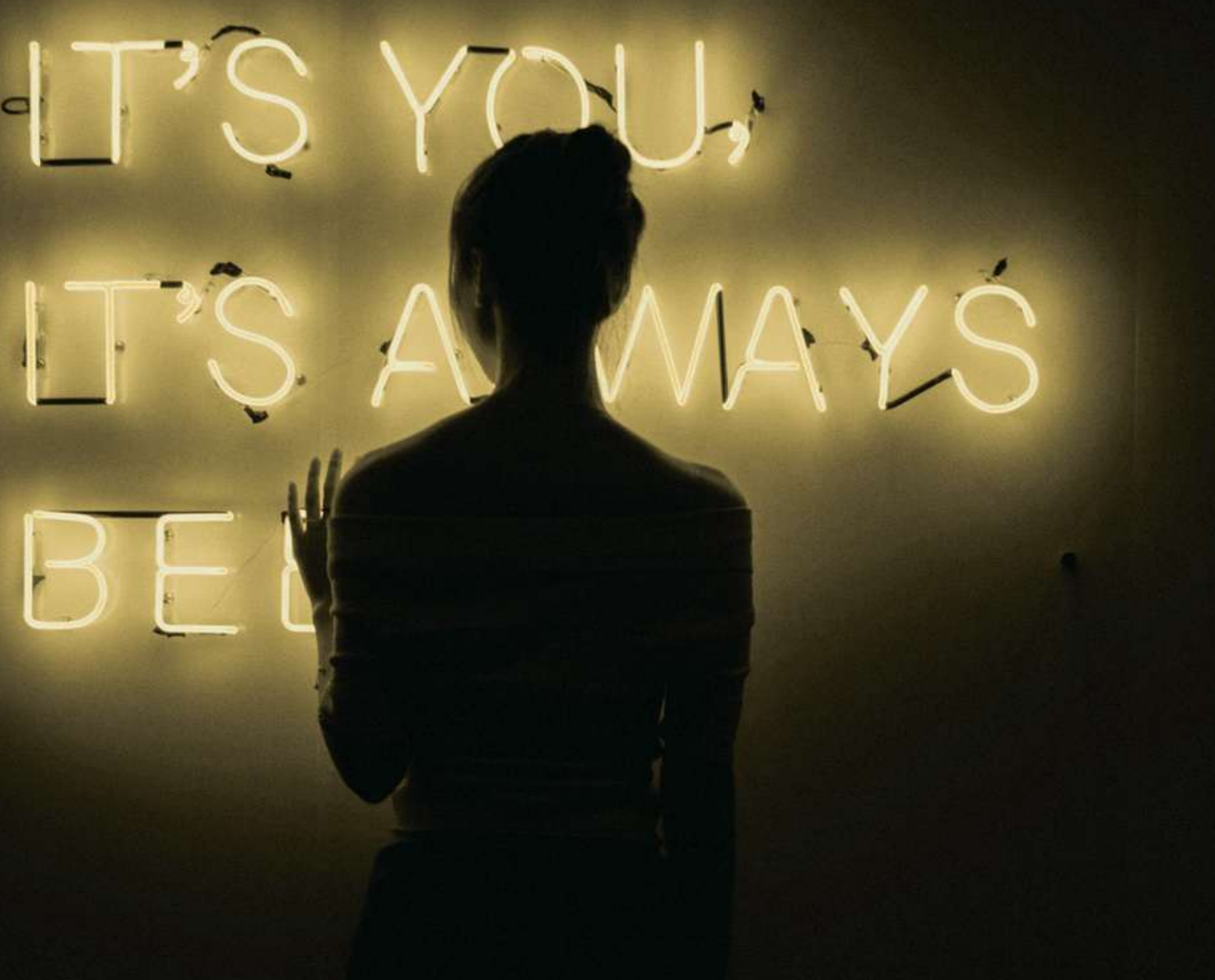




WE'RE LOOKING FOR A

PRE-SALES TECHNICAL CONSULTANT

LOCATION: National Field Based

SALARY: Up to £65,000

WORKING HOURS: 37.5 hours per week, Monday to Friday

OTHER BENEFITS: 10% Performance Bonus, Car Allowance, Life Assurance, Discount portal, Aviva Pension, Company Sick Pay, ETHIC Values - Employee of the month

WE'RE LOOKING FOR A PRE-SALES TECHNICAL EXPERT

Act as the Intel vPro SME, evangelist, and expert for all TCs across the UK&I team, supporting in-depth customer conversations, liaising with Intel SME teams, and serving as the go-to person to drive discussions and engagement. You will support and drive Intel vPro conversations within the new WXP sales coverage model, promoting the full management capabilities of the solution.

Working with sales teams focused on the UK&I business and ensure offshore resources are aligned to drive mid-market and enterprise customer opportunities. Actively engage with teams face-to-face in the UK and visit offshore locations at least twice per year to support knowledge sharing, awareness, understanding, and the successful progression of Intel and vPro opportunities.

TO MAKE A REAL DIFFERENCE IN THESE AREAS

BRAND ADVOCACY

- Represent HP and Intel as the trusted technical expert for the UK Mid-Market Commercial Sales Team.
- Build credibility and customer loyalty by acting as a trusted technical advisor across private-sector commercial accounts.
- Ensure UK sales teams remain up to date with HP and Intel messaging, product developments and technical propositions.
- Champion HP and Intel's commercial solutions across all UK commercial verticals.

PRESENTING

- Deliver technical briefings and enablement sessions for ISR and FSR teams across the UK.
- Present HP and Intel solutions—including AI, security and device management technologies—to customers and internal stakeholders.
- Adapt technical messaging to suit different audiences, from sales teams to senior customer decision-makers.
- Support customer presentations, demonstrations and technical workshops nationwide.

TECHNICAL EFFICIENCY

- Support organisations with 1,000+ seats across the UK Mid-Market Commercial segment.
- Drive adoption of Intel vPro technologies across enterprise and commercial environments.
- Lead AI-focused conversations and technical initiatives within HP's commercial customer base.
- Design and recommend tailored technical solutions that address customer challenges.
- Troubleshoot complex technical issues and provide commercially viable recommendations.
- Enhance HP's technical value proposition through continuous innovation and solution expertise.

COMMERICAL AWARENESS

- Apply consultative selling techniques to identify opportunities and strengthen customer relationships.

- Support HP and Intel in maximising commercial impact across the Mid-Market customer base.
- Align technical recommendations with customer business objectives and sales priorities.

PROJECT MANAGEMENT

- Plan, coordinate and deliver technical projects from briefing through to execution.
- Manage multiple priorities, timelines and stakeholder expectations simultaneously.
- Support testing, implementation and successful rollout of customer solutions.
- Provide direction and technical leadership across cross-functional projects.

COLLABORATION

- Partner with UK Inside Sales Representatives (ISR) and Field Sales Representatives (FSR) to strengthen customer engagement and sales performance.
- Build strong working relationships with HP's Barcelona Mid-Market team, collaborating on shared initiatives and travelling internationally approximately 2-3 times per year.
- Work closely with account teams to provide technical guidance throughout the sales cycle.
- Develop meaningful relationships with partner technical specialists and commercial sales teams to drive consistent execution across the UK.

OUR IDEAL PERSON & THE ESSENTIALS WE'RE AFTER

- Willing to embrace, live and embed our ETHIC Values: **Excellence, Together, Heart, Integrity & Curious**
- You're able to demonstrate extensive experience in technical Pre-Sales
- You've got an expert understanding of AI, security, and device management technologies
- You're experienced with vPro technology and its applications across different sectors
- You're able to confidently lead teams and manage multiple projects simultaneously
- You're a strong communicator, with excellent presentation and consultative skills
- You're knowledgeable on PC components and how to build and troubleshoot common issues
- You're capable of designing and implementing complex technical solutions
- You're able to demonstrate an understanding and knowledge of endpoint security
- You're confident working independently, self-motivated with a can-do attitude
- You're able to stay up to date on the latest trends and technical innovations within the industry, passionate about continuous learning and evolution
- You're knowledgeable on HP devices and specifications
- You're proficient in adopting troubleshooting techniques to understand challenges

OUR ETHIC VALUES ARE AT THE CORE OF EVERYTHING WE DO, THE WAY WE THINK. THE APPROACH WE TAKE. THESE FIVE VALUES ARE QUALITIES WE LOOK FOR IN EVERY SINGLE MEMBER OF THE TEAM.

**EXCELLENCE
TOGETHER
HEART
INTEGRITY
CURIOUS**

