



Are you interested in technology and emerging computer trends? Have you considered a career in digital sales?



Microsoft

Digital Sales Programme

This free programme delivered by The Open Doors Initiative and Microsoft will help you learn more about what digital sales is and how to start and develop a career in this field.



opendoorsinitiative.ie

Digital Sales – What is it?

The key goal of a digital sales professional is to increase incremental sales volume of digital solutions, through the generation of new opportunities that result in additional customer revenue.

The role is adept at understanding the needs and process pains of customers to identify opportunities where digital solutions can add long-term value. You will have the exciting opportunity to be responsible for serving as the subject matter expert for customers, fostering a positive and collaborative experience for prospects to evaluate, engage with and implement digital solutions.



The Programme

It will run from June to September, with weekly webinars, two in person events, and six mentorship sessions:

WEBINARS

We will run weekly online workshops about key Digital Sales topics such as:

- What is Digital Sales
- The Art of Sales
- Introduction to technical topics: Cloud, Azure, Data & AI, DevOps and Security
- Job Readiness skills: CV, Job Interview, and LinkedIn
- Career Paths with Microsoft: a day in the life of a Microsoft Digital Seller, recruitment process, and current opportunities

IN PERSON EVENTS

There will be two in person events that all participants are required to attend:

- The kick-off event at Microsoft Ireland in Dublin (Date to be announced)
- The LinkedIn workshop at LinkedIn Ireland in Dublin (Date to be announced)

MENTORSHIP

Selected participants will also be allocated a mentor from Microsoft, who will have six individual sessions to guide the person towards their next steps in their career. Mentors are digital sales professional from Microsoft who will draw from their own experience to support participants and help them find new opportunities.

Who can apply?

To join the Microsoft Digital Sales programme, you must:

- Be a migrant, refugee, or asylum seeker.
- Live in Ireland.
- Have an upper-intermediary level of English, at a minimum.
- Be 18 years old, at a minimum.
- Have availability to dedicate 2-4 hours per week to the programme from June to September.
- Have some customer-facing experience (for example: sales, customer support, or business development).
- Show a passion for technology and emerging computing trends.
- Be a problem solver. You must have the ability to solve customer problems through digital solutions.
- Take initiative to independently grow technical knowledge.
- Have great interpersonal and communication skills to succeed in a customer facing role.
- Have the ability to explain complex technical solutions to technical and non- technical audiences.

Speaking a second language will be an advantage. Languages spoken in the EMEA (Europe, the Middle East and Africa) region are of particular interest.

How to Apply?

Apply by May 30th for a chance to join this exclusive programme. You will be asked to share a little about your background and experience, and to give examples of relevant skills that you have that might be useful in a career in digital sales.

[APPLY NOW](#)

