



Pre-Sales Security Consultant

About Millgate:

Established 25 years ago, Millgate now has a wide range of clients across the public and private sectors, including retail, distribution, healthcare, education, transport and more.

We have learned and evolved over that time and have developed a reputation as an effective and trusted technology adviser to our clients, able to understand their requirements and provide the very best solutions to help them succeed.

We do this by committing to a very simple guiding ethos. Clients should expect that we deliver on the fundamental requirement that any tech product, service or solution we recommend or implement into their business actually works.

At Millgate, our culture is based upon shared common values, not least of which is our effective service ethic. We understand that when a group of talented and committed individuals combines forces in pursuit of a common goal that anything is possible.

Anybody can be part of a team, but it takes a group of exceptional people to be part of a high-performing team. Which is why we set a high bar for anybody considering joining us. If successful, from that point on we work hard to challenge, recognise and reward you so that you may grow with us.

Our drive for growth is based upon the concept of Continuous And Never-Ending Improvement (CANEI) and so should you wish to improve individually or simply wish to contribute to a high-performing team for some or all of the *next* 25 years, Millgate will be a supportive environment.

Role & Responsibilities:

- Establish effective internal and external relationships
- Deliver/facilitate internal and external training and technology briefings as appropriate
- Support sales with 3-way client and partner calls as required
- Participate in the development and maintenance of company and team operating procedures, documentation, and marketing materials
- To continually contribute to the improvement of Millgate Solutions processes to enhance performance, increase revenue and profit and generate confidence in the capabilities of the team
- Design relevant solutions based on internal ticket and customer interaction
- Engagement with partner and vendor resources to assist in confirming the solution build and best fit solution
- Manage and co-ordinate the technical requirements applied to the opportunity tickets
- Attend internal meetings where appropriate to support technical solutions provided

- Work closely with the account team on a project-by-project basis
- To assist in increasing sales through developing technically and commercially innovative solutions
- To manage and co-ordinate all workflows for allocated OTDB tickets where appropriate
- To attend internal and external meetings as appropriate

Essential Criteria:

- Proven experience in a Pre-Sales capacity with high level of technical design, commercial awareness and customer interface skills
- Exceptional presentation skills with experience presenting at senior manager/director level
- Good general knowledge of industry trends and developments
- Previous experience of dealing with strategic lead accounts
- Ability to transpose business drivers into a technology-based solution
- Ability to balance sales and delivery experiences
- Able to lead by example and set exemplary levels of integrity and professionalism that team members strive to emulate
- Specialist knowledge in one of the focus solutions technology areas (Network, Security, Cloud & Data Centre) across multiple vendors
- Willingness to travel, driver's licence, and flexible working hours

Self-Management:

- Works interdependently with all relevant functions (Sales; Service implementation and delivery; Commercial; Marketing; Training)
- Contribute to creating a good team atmosphere
- Embraces personal challenges
- Is resilient, optimistic and open to change
- Collaborative approach
- Self-motivated, flexible and works well under pressure
- Appetite for continuous personal development



Personal Attributes and Millgate's Core Values:

You must demonstrate or aspire to uphold our core values:

- Be Humble
- Be Hungry
- Be Smart
- Be Agile
- Be Curious
- Exceptional personal and professional Integrity

The Package:

Millgate offers an incredible package of benefits, from our competitive salaries through to current care and future financial stability for you and your family with our healthcare and pension schemes.

- Negotiable basic, dependent upon experience
- Contributing pension scheme
- Private healthcare
- Increased holiday with service
- Tailored training and development plans
- Real opportunities for progression