

Job Title : - Microsoft License Selling Specialist

No. of Openings : - 2

Location: - Rockville, Maryland, USA

Job Description: -

We are seeking an experienced Microsoft License Selling Specialist to join our team in the USA. In this role, you will be responsible for driving sales of Microsoft licenses across a wide range of products, including Office 365, Dynamics 365, Modern Workplace, Azure, and other Microsoft solutions. You will leverage your expertise in Microsoft licensing models to provide tailored solutions, ensure compliance, and help customers maximize the value of their investments.

As a key contributor, you will collaborate with clients to understand their business needs, recommend optimal licensing strategies, and build long-term relationships that drive revenue growth. This is an exciting opportunity to work with cutting-edge Microsoft technologies and play a pivotal role in digital transformation initiatives.

Key Responsibilities: -

- Sell Microsoft licenses across O365, Dynamics 365, Modern Workplace, Azure, and other product lines.
- Advise customers on Microsoft licensing programs (CSP, EA, Open License, etc.) and subscription models.
- Engage with clients to assess business requirements and recommend cost-effective licensing solutions.
- Collaborate with internal teams to deliver end-to-end solutions and ensure customer satisfaction.
- Maintain up-to-date knowledge of Microsoft licensing policies, promotions, and compliance requirements.
- Achieve and exceed sales targets through proactive business development and account management.
- Provide consultative support to clients on optimizing license usage and reducing costs.

Qualifications: -

- Experience: 2–5 years of proven experience in Microsoft license sales or enterprise software sales.
- Education: Bachelor’s degree in business, IT, or related field (preferred).

Technical Expertise:

- Strong knowledge of Microsoft licensing programs (CSP, EA, Open License).
- Familiarity with Microsoft product portfolio (O365, Dynamics 365, Azure, Modern Workplace).
- Understanding of enterprise agreements and subscription-based models.

Skills:

- Excellent communication, negotiation, and presentation skills.
- Strong analytical and problem-solving abilities.
- Ability to manage multiple accounts and meet deadlines.
- Proactive approach with attention to detail.
- Certifications: Microsoft licensing certifications (preferred).

Why Join Us: -

- Opportunity to work with leading Microsoft technologies.
- Competitive compensation and benefits package.
- Growth-oriented environment with career advancement opportunities.
- Collaborative and innovative workplace culture.

Salary Range: \$58K To \$85K / Annum + Incentives