The main purpose of this role is to develop, nurture the relationships of Microsoft with Startups in Colombia mainly.

How does this role add value?

Startups play a key role in our transformation as a company. We need to have dedicated efforts on recruiting and generating relationships with them constantly. Our aim is to grow their business in the Cloud. We do this by shoring our value proposition to startups by partnering with Accelerators in the region and extending support to ISVs.

How is this role unique from other roles?

This role requires having a hybrid technical and business (50%/50%) acumen to be able to have impact. It is one of the only roles that works directly with startups on recruiting them to our platform.

Other:

We are looking for a person who is enthusiastic about technology and technology business models engaging with the startup community. Passion, curiosity, technical depth and exceptional communication and presentation skills are required.

Marketing:

- Assist in the planning and execution of marketing strategies to drive awareness,
- Manage Startups engagement with BizSpark Plus Program.
- Manage acquisition of new startups to our programs.
- Coordinate communications with technical audiences.

Technical:

- Give out technical presentation in info-Sessions.  communities, hackathons and other events.
- Technical Demos in new technologies such as Machine Learning, IoT and X-Platform Development (Xamarin).
- Engage in conversation with startups to assist in migration of their services to the Azure Cloud.
- Nice to have:
- Technical knowledge on some or all the following Technologies:
- Linux
- iOS Development
- Android Development
- Xamarin

- Cloud: Azure or Amazon Cloud Services
- Strong GitHub profile

Knowledge, Skills and Abilities

- Planning, organizing and coordinating
- Attention to detail
- Managing to deadlines
- Managing systems and processes
- Ability to multi-task
- Ability to quickly get up to speed
- Managing marketing functions
- Focus on priorities
- Presentation Skills