



MACH MBA Program

We strive to grow the next generation of Microsoft leaders by providing a best-in-class experience for recent MBA graduates. You will be empowered to orient to the Microsoft environment, grow skills to support professional success, and accelerate your ability to have strategic impact for the company and our customers.

In addition to building a solid understanding of our business strategy, you will contribute to our business priorities. You will receive leadership mentorship and will be asked to leverage your technical and business acumen for a meaningful contribution in this strategic role. You will also benefit from a global network of peers and colleagues. The customised MBA training curriculum provides role-specific and leadership and business acumen learning.

Microsoft MBA roles in Sales and Business Development

Become the essential connection between our clients and the technologies that help them expand the size of their businesses and become more profitable. As a Sales professional at Microsoft, you'll work closely with the sales teams which serve as the human face of our multi-billion-dollar global company. You will become a trusted counselor who inspires consumer enthusiasm and guides enterprise clients to make shrewd technology decisions that are in the best interests of their companies.

These are some of the roles available in our Sales teams:

Account Manager

As an Account Manager, you are the main connection point between Microsoft and our customers, including small to mid-size businesses, enterprises, governments, and academic institutions. You provide strategic business leadership, partnering with leaders in customers' organizations to align their business strategies with technologies and products that can help them increase their market share and revenue.

Solution Sales Professional

As a Solutions Sales Professional, you will identify our customers' pain points and solve them through the latest software and services solutions. You will be our customers' trusted consultant, thoroughly evaluating the health of their IT platforms and development environments and diagnosing areas for improvement. Your solutions drive measurable value, helping customers run their businesses more cost-effectively and efficiently and giving them a competitive edge in their marketplace—be it business, government, or academics.

Business Development Manager

As a Business Development Manager, you have the opportunity to help us achieve new levels of profit and growth by working to shape our future strategy and address critical business challenges. You will work hand-in-hand with senior leadership to identify, evaluate and execute upon strategic growth, partnership and acquisition opportunities. You will develop and structure recommendations to complex business problems and opportunities of interest to senior leadership.

By applying you will be considered for these available sales roles and much more!

Minimum Qualifications:

- Pursuing or within six months of graduation from full-time or part-time MBA studies
- No more than 7 years of related industry experience.
- Strong desire and business acumen for consultative solution selling
- Exceptional negotiation, customer service, and interpersonal skills
- Excellent verbal and written communication, analytical and presentation skills
- English language fluency
- Depending on country local language fluency might be required
- Depending on location full work authorization might be required