

# JUNGLE IT

## Careers at Jungle

We're always looking for great people to help us create a world where business is always ready for the future.

We want everyone to feel like they're Jungle. We want people who believe that what they're doing is a more than a job, it's a vocation. 100% in to achieve the best and be the best. We help you get there. Great salaries, loads of perks and warm and friendly people. We're not geeks. We're just people who love working with other people in digital technologies and services.

### Companies with high performing cultures and strong values thrive on change.

Our values weren't created they were uncovered and are continually nurtured. They are the roots of what our people already have in spades. Our values are just how we do things around here:

- ⚡ **Tenacity** – We are proud and passionate about what we do, which means we own the challenges and the solutions.
- 👂 **Follow the Listening Process** - We see that big opportunities are often hidden in small problems, so we talk everything through to get under the surface.
- ⚡ **Customer Innovation** – We know that the best answer doesn't always match their question, which means we go further to show them what's possible.
- 👍 **Positive Attitude** - We're optimistic about future success, which means keeping ourselves open to brilliant outcomes.



### What you can expect from us

- ☀️ 25 Days Holiday
- 🏠 Company Pension
- 👤 Life Assurance
- 🛒 Perkbox Perks & Medical
- 🎓 Funded Training and personal development plan
- 💻 Technology pack, including laptop and home working equipment

## JOB ROLE

# Technical Pre-Sales

Horsforth, Leeds

## Qualifications and Experience

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As a minimum for this role, you should have the following experience of qualifications:

- An understanding of Microsoft licensing – backed by Microsoft 365 Fundamentals or higher qualification
- 1-2 years account management in the IT reseller channel
- Experience of running webinars including public speaking and use of Microsoft Teams and Office.



## Responsibilities

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Your role is to carry out or oversee the following responsibilities and tasks:

- Pre-sales for other account managers on Microsoft licensing and other areas
- Account management of a number of my own accounts including day to day quote requests, administration and cross selling new products into them.
- Other Pre-sales responsibilities including writing and running the webinars we hold in conjunction with other members of the team.
- Maintaining customer satisfaction to the highest level.
- Reporting of non-conformance and continuous improvement via connectwise.
- Ensuring compliance systems and processes are maintained to a high standard and company meets the standards to which it is certified.
- Upholding the information security system policies and procedures and reporting of any breaches to management.