

ARE YOU OUR NEW COLLEAGUE?

Computacenter is Europe's leading independent provider of IT infrastructure services, enabling users and their business. We advise organizations on IT strategy, implement the most appropriate technology, optimize its performance, and manage our customers' infrastructures. In doing this we help CIOs and IT departments in enterprise and corporate organizations maximize productivity and the business value of IT for internal and external users.

Rooted in core European countries Computacenter combines global reach with local expertise. We operate Infrastructure Operations Centers and Group Service Desks across Europe, South Africa and Asia from which our employees provide user support in 18 languages. Customers with global requirements are served through an extensive international partner network, which mirrors the requirements of our European-headquartered client base.

Our Consultancy Practice mission is 'to be recognised by our customers, partners and peers as the market leader for IT infrastructure consultancy services in terms of capability, results and the professional development of our people'. This Practice Manager role is a fantastic opportunity to be at the forefront of leading our business towards this success.



KNOWLEDGE & KEY SKILLS

ESSENTIAL

- Graduate level or equivalent
- Delivery and governance of consultancy services
- Development of consulting services
- P&L responsibility
- Managing teams
- Team and stakeholder leadership
- Strong technical awareness
- Strong commercial awareness
- Building and maintaining relationships with vendor partners
- Ability to develop others through management, coaching and mentoring

Computacenter Belgium is looking for an

Business Unit manager

ROLE

The successful candidate will work alongside our sales leadership to ensure we build the right service capabilities in order to successfully execute against our customer's strategic objectives and the market opportunity for workplace and infrastructure services. Our go-to-market is focused around how we enable our customers' users and their business. We help them with their digital strategy – we advise, consult and ultimately deploy the most appropriate, market-leading hardware and software solutions whilst remaining vendor independent. You will have the opportunity to work and collaborate with the top IT vendors in the world, such as, Microsoft, HPe, CISCO, Dell EMC, VMware and many others.

REQUIREMENTS

- Responsible for building, maintaining and enhancing Consultancy delivery capability in support of the Country strategy.
- Leadership of a team of consultants as a channel for advisory, design and delivery services.
- Thought leadership and subject matter expertise into the Practice, the sales teams, customers and vendors.
- Ownership of the Consultancy Service Development Plan, created jointly with the sales team that captures and tracks the required investment in training and service collateral.
- Accountability for Technical Assurance, Quality Assurance, Governance & Customer Satisfaction of pre and post sales consultancy engagements.
- Operational and commercial management of the team to achieve utilisation and EBIT targets.
- Act as an extension of the Head of Consultancy in terms of delivering against the Practice business.



For internal applications, please inform your direct management that you are applying for a new challenge.

If you meet the above criteria and you are looking for a new challenge, we welcome you to send us a detailed resume and motivation letter to

CCB.recruitment@COMPUTACENTER.COM

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