

QA

**JOB
DESCRIPTION**



1. JOB SPECIFICS

Job Title:	Cloud Practice Lead
Reports to:	COO
Location:	South with regular UK travel
Department:	Consulting

2. ABOUT THE ROLE

What you'll be doing?	<p>33% - Cloud Delivery (billable engagements with clients, leading teams, etc)</p> <p>33% - Pre-Sale/Bid Work</p> <p>33% - Practice Development/Community Engagements</p> <ul style="list-style-type: none"> • Enhancing QAC's Cloud (Azure, AWS and GCP) offerings • Building and Developing the Cloud Community across QAC Cloud Engineers who are deployed with our customers. • Increase major business opportunities by taking a leading SME role in the winning of cloud related bids. • To raise QA Consulting's profile in Cloud technical forums, meetups and networks through thought leadership and public speaking • This practice will define, create and deliver Cloud expertise to our customers. Building a virtual practice will be an exciting journey and one which enables the practice lead to really make a difference to QAC, our Cloud Engineers and our customers. It will be rewarding, challenging and an opportunity for the individuals involved to build and develop their own "personal brand" as challengers and disruptors in this fast-moving market. • The Cloud Practice Lead will lead the virtual practice, setting the strategy and vision of the team and the wider business on delivering strategic, innovative Cloud solutions. • The Practice Lead will be an accomplished player/manager able to inspire, motivate and develop an exciting team of junior cloud engineers. • The successful candidate will be highly experienced with Azure, AWS and GCP. They
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	<p>will be known in the industry for their accomplishments and thought leadership.</p>
<p>Key Responsibilities</p>	<ul style="list-style-type: none"> • Management: Lead, Inspire, Develop and Grow the Virtual Cloud Practice • Serve as technical relationship manager with clients primarily using QA resources from the given practice area • Vision and Strategy: Understand and communicate our strategy and how that relates to QA and our Clients. • Listening to clients ' evolving IT needs to ensure QA resources can be properly trained to deliver the highest level of performance • Product Portfolio: Work with key stakeholders (incl Technical Director and Academy Capability Director) to define and deliver our Cloud capabilities to market. • Partner Relationship: Work with QA partner managers in establishing and developing our partnerships with Microsoft, Amazon and Google. • Evangelism: Be the “go to” evangelist for QAC’s Cloud offerings and strategy. Work with sales and marketing to take our vision to market. • Advise clients on IT staffing strategy: roles needed, cutting edge tools, best-in-class team structures and sizes, etc. • Delivery: Deliver Cloud solutions to our customers. • Providing Cloud consulting and advisory services to clients within area of expertise • Check in regularly with clients to ensure on-the ground QA resources are meeting client expectations • Contribution to sales and pre-sales activities such as meetings, bids, presentations, procurement frameworks, technical case studies and marketing material as a Cloud subject matter expert • Representing the company and driving our Technology agenda in external and internal Technology Events including public speaking • Assist in recruiting by hosting seminars at university campuses to build QA brand awareness and credibility as a tech leader • Technical knowledge management through delivery assets including gathering information for and the production of Case Studies.

	<ul style="list-style-type: none"> • Coaching and mentoring the virtual Cloud Practice
KPIs & SLAs	<ul style="list-style-type: none"> • Consulting & revenue growth • Client retention • Bids win rate • Client satisfaction • Cloud Practice Success Measures such as NPS, Retention, Recognition, etc.
Key Working Relationships	<ul style="list-style-type: none"> • Deployed Cloud Engineers • Technical Director • Other Practice Leads – DevOps, Software Dev and Automation. • Academy Capability Director • Sales Directors and Managers • Academy Training Team • Client stakeholders

3. ABOUT YOU

Skills & Abilities	<ul style="list-style-type: none"> • Strong technical team leader whom others aspire to • Cloud Guru (Azure, AWS & GCP in that order of importance). Sees themselves in the “top 10%” of experts in this field. • Driven to “make a name for themselves” by developing and creating capability as opposed to a “follower” in a delivery capacity. • exceptional interpersonal skills with the ability to influence • excellent organisational skills including time management and prioritisation • experience inspiring a virtual team of junior resources • able to prioritise and work on multiple parallel projects • Demonstrable understanding of agile engineering practices (CI/CD, test automation, DevOps) • Ability to lead architectural discussions • Strong and demonstrable written and spoken communication and presentation skills • Self-starter with the motivation to drive their own performance • Building and Exciting the virtual cloud practice of our deployed cloud engineers.
Your Experience	
Your Knowledge	
Your Qualifications	

What you'll bring to QA	Willingness to travel around the country as required
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4. ABOUT QA

About us

We shape the next generation of technologists, leaders and innovators.

By powering potential – the potential of over a quarter of a million learners a year. We empower them to push boundaries and thrive in the workplace.

Why we do learning

For over 30 years, we’ve worked in technology – where the impact of great learning is changing the world.

A bold statement, but hear us out. We are right at the centre of a technological revolution. Devices are not just connecting people, cities and countries – they are connecting to each other, collecting data and using it to learn and make themselves better. Soon we will have cars that can drive themselves, fridges that make sure we never run out of milk and computers that can learn from their own mistakes.

Driving this revolution? People.

And this is where we come in.

People advancing their knowledge in technology – to enrich society – build a new culture – better how we live our lives, and how we work together.

People are learning to use technology to drive phenomenal change. This is our passion – powering their potential.

We promise to be

Bold

- Ambition is great. We set ambitious targets – holding ourselves and others to ever-higher standards.
- We contribute (insightfully) to the debate inside and outside QA.
- We move. Quickly. We respond to your needs – fast.

Collaborative

- We spend time getting to know you – our learners and our customers – to earn your trust.
- We connect a solution to your problem – we have tonnes of different services to help you.
- We’re the positive person who actively gets stuck in to solving problems.

Progressive

- We embrace change – and support it.
- We challenge ourselves to use the latest technologies and methods – no matter how out there.
- We’re curious – about what you do, about what the person next to you does, about our customers and our learners.

<p>What's on offer?</p> <p>[please adjust according to the specific benefits offered for this position]</p>	<p>Learning is not just a service we provide, it's a way of life at QA, and we try to ensure that everyone has the opportunity to take advantage of our huge and varied range of learning and development options, so everyone is eligible for 3 Training Days every year, to focus on subjects they're interested in.</p> <p>We also know that many people like to "give back" and so we offer 2 paid Charity Days each year to support your chosen charity in whatever way you choose. And if you get involved in charity fundraising, QA will also double any sponsorship money raised, up to £250. This is over and above the charitable activities that we encourage through our annual QA fundraising drives – you can get involved with this as much or as little as you like. We see it as a great way to foster team building too.</p> <p>We all need to take time out to recharge our batteries from time to time and enjoy some down time, so we provide a fairly generous 25 days' holiday per annum (rising to 28 days after 5 years) – with the option to buy more if you wish.</p> <p>It's important, too, to plan for the future and ensure we are able to maintain the lifestyle we have worked so hard to achieve, once we retire from the hurly burly and slow down to enjoy our later years, so we offer a defined contribution pension plan and will match your contributions up to a maximum of X% of your basic salary.</p> <p>Then there are two of our core benefit offerings, not the most exciting, but we consider it important to ensure everyone has the peace of mind provided by Life Assurance (4x your basic salary) and Permanent Health Insurance (after a qualifying period) in the event that ill health, or worse, disrupts our plans.</p> <p>And finally, a few fringe benefits to assist with travel and lifestyle choices:</p> <ul style="list-style-type: none"> ○ Season ticket loan ○ Corporate gym membership ○ Cycle to work scheme
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