Downloaded from <https://www.velvetjobs.com/job-descriptions/cloud-sales-specialist>

# Example of Cloud Sales Specialist Job Description

Our growing company is searching for experienced candidates for the position of cloud sales specialist. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for cloud sales specialist

* Exceed client expectations with the Brokerage Services engagement they signed up for
* Achieve/exceed assigned quarterly signings / revenue / profitability targets
* Develop, grow and maintain successful business relationships at all levels (up to and including Board level) within all the clients with whom you engage
* Capture lessons learned - both good and bad - from your sales pursuits and feedback same (see next point)
* Extremely competent in working w/clients on their business cases to justify large services engagements
* Facilitate high impact workshops targeted at all levels of an organization (C-level, VP, Mid-Level Management and Project Team) to drive stronger adoption and transform organizations
* Become a recognized Sales Cloud, Community Cloud Cloud Expert maintaining technology and domain expertise
* Provide leadership while driving business and technical requirements discussions while understanding the customer implementation issues as to provide best practice recommendations to tactical resolution
* Be operationally excellent in the day-to-day running of the business including (but not limited to) pipeline development, forecasting, account planning, sales cycle management, collaboration and teamwork
* You will excel working as a specialist supporting a Regional Director to help build a healthy Cloud Management ‘franchise’

## Qualifications for cloud sales specialist

* Working knowledge of security topics and governance and compliance standards a plus
* Create business case and proposal for the benefits and cost savings for renewing committed contracts with AWS
* Engage with customers and sales teams to renew committed contracts with AWS
* Partner with sales reps, AWS Business Practices, AWS Legal and AWS Executives to support the renewal process as necessary
* Industry knowledge of Financial Services, Oil and Gas/Utilities, CPG, Retail, Communications and Healthcare a plus
* Participate in strategic planning sessions with sales management on a quarterly and annual basis