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# Example of Cloud Senior Manager Job Description

Our growing company is hiring for a cloud senior manager. 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 senior manager

* Help generate global content for outbound marketing material - copy for data sheets, sales presentations, brochures, whitepapers
* Perform competitive analysis at both the technical and business level
* Partner with the Cloud Practices Offerings Lead on the Accelerator feature definition, pricing/packaging, roadmap and portfolio optimization
* Establish, measure, and improve KPIs for the platform
* Lead the effort to automate our infrastructure and operations to maximize reliability, availability, scalability, and performance
* Lead and improve service flows – from customers calling with questions to service teams resolving issues as quickly as possible
* Establish and iterate on incident response and management, with a focus on lowering MTTR
* Improve the maturity of service teams new to devops, establishing guidelines and playbooks
* Ensure proper security, monitoring, alerting, and reporting including SLA/SLO measurement
* Capacity and growth planning

## Qualifications for cloud senior manager

* Business Development (Director Level Hires)
* Provide lead on business development and sales activities
* Lead the development and management of the Cloud Adoption Services team in the EMEA region/country
* Excellent verbal and written communications skills, relationship management, client facing, negotiation, team-building, and problem-solving
* Proven experience designing private cloud platforms including virtualised server, storage and network elements orchestration and automation capabilities
* Experience leading development of Cloud Automation solutions in a cloud environment ( AWS preferred)