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# Example of Sales Representative Cloud Job Description

Our company is looking to fill the role of sales representative cloud. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for sales representative cloud

* Primary function is an office based Inside Sales Representative mapped to a specific territory
* Collaborate with the Enterprise Sales Teams to ensure Ruckus Cloud offerings are being utilized across various strategic verticals and gain momentum throughout our customer base
* Independently owns a territory and quota
* Work with inside engineering teams to create accurate sales strategy
* Prepare materials for external presentations on products, business plans and communications
* Manage a pipeline of business
* Develop and qualify new lead opportunities to drive increase revenue opportunity in specific target geographies and or vertical markets
* Develop a contact database (SFDC) and help identify and document new opportunities utilizing existing data bases, upgrade cycles, acquired lists, and service/support renewals
* Develop Cloud/Database/Middleware/BI/Big data Sales opportunities and maintain customer relationships in a given territory
* Develop Cloud/Database/Middleware/BI/Big Data Sales opportunities and maintain customer relationships in a given geo-territories

## Qualifications for sales representative cloud

* Create and progress an ACS Cloud Success as a Service pipeline to meet your sales objectives and to achieve bookings targets
* Target strategically important accounts in your territory and establish and maintain relationships within these strategic accounts
* Understand your client's business drivers, strategic objectives, and desired outcomes
* Excellent English both Spoken and written is essential for this role
* Knowledge of industry specific compliance, regulatory or industry specific practices
* Professional demeanor both on the phone and in person