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# Example of Sales Representative Cloud Job Description

Our innovative and growing company is looking to fill the role of sales representative cloud. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for sales representative cloud

* Develop relationships and collaborate with our Partners , resellers, SI's, ISV's, technology partners and alliances to define, recommend, and drive sales
* Sells Marketing Technology (MarTech) directly or via partners to a large number of named accounts/non-named accounts/geographical territory
* Primary job duty is to sell MarTech solutions and related services to prospective and existing customers
* Tenured track record of MarTech or E-commerce SaaS field sales success focused on large strategic accounts
* Interaction with C level players including the CMO
* Highly developed written, verbal, and interpersonal skills
* Build and transform new markets and lead transformational shifts for our customers
* Clear communication, status, and leadership will be essential to succeed
* Develop Cloud/Database/Middleware/BI/Big data/Security…etc Sales opportunities and maintain customer relationships in your given territory
* Engage with key SaaS Cloud Infrastructure customers

## Qualifications for sales representative cloud

* Ability to communicate with co-workers, customers and vendors (verbal and written)
* Experience with Financial Services Companies preferred
* Ability to demo Tech and PaaS solutions and match requirements to services scope
* Independent work style and high degree of self management
* Curious and innovative – always seeking to learn and improve
* Ideally, experience in either Consulting/Professional Services or Presales