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

# Example of Sales Representative Cloud Job Description

Our company is growing rapidly and is looking for a sales representative cloud. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for sales representative cloud

* Driving the attachment to software deals resulting in training business pipeline to ensure achievement of business targets
* Develop comprehensive learning solutions, participate in RFPs and build cross-LOB awareness regarding our Learning solutions for SaaS
* Develop Sales opportunities and maintain customer relationships in the given vertical industry
* Assist in the review of OEM contractual subscription terms and conditions
* Work effectively with software OEM partners and their subscription renewal royalties
* Handle opportunity and account analysis
* Provide a clear picture of what a customer owns at the opportunity and account level in SFDC (Salesforce)
* Understand customer purchase and renewal history
* Understand metadata trends and how they lead to upsell
* Position up-selling and generate cross-sell leads where appropriate

## Qualifications for sales representative cloud

* Ability to demo Tech (IaaS & PaaS) solutions and match requirements to services scope
* Effective application of selling techniques and approaches, simultaneously managing multiple customers/accounts at different stages of the sales process, articulating the value of MAH products using approved evidence-based scientific and economic data
* Demonstrated ability to identify, develop and manage a diverse mix of accounts independently within a territory, including some complex accounts/opportunities, and to develop plans based on unique opportunities and customer needs
* Bachelor's degree preferred OR a minimum of 2 years successful sales experience
* Previous animal health experience preferred in beef
* Previous field sales experience preferred