



# Example of Cloud Advisor Job Description

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

## Responsibilities for cloud advisor

- Honest, dependable and trustworthy
- Drive to succeed and are motivated to help others
- Able to use good judgment to provide solid financial guidance
- Passionate about living a life of generosity by serving others, not just selling products
- Definition and positioning of tailored engagement plans based on targeted goals identified and signed-off together with customer, considering the full Enterprise Support and Preferred Care portfolios (ES Academy, Value Maps, Remote Services, Enterprise Support Report, Tools and Methodologies)
- Partnering with the North America S/4HANA Cloud field sales team, the VAT including presales, CMI, Chief Customer Office, Product Management and Development, and Customer Engagement Executives to identify revenue opportunities, create account strategies, and build and execute sales plays
- Leading customer engagements to assess strategic objectives, map out innovation scenarios, identify key improvement opportunities and other sources of economic value, and present board-level justification for change including business cases and executive summary value propositions
- Developing SAP's brand through thought leadership delivered through content creation and presentations, social and traditional media interviews
- Developing industry relevant field-facing content and points of view, and presenting them live to prospects / customers
- Partnering with the regional S/4HANA Cloud field sales team, presales, Competitive Intelligence, Chief Customer Office, Product Management and Development, and Customer Engagement Executives to identify revenue

## Qualifications for cloud advisor

- At least 1 year experience in Softlayer (or similar) Products and Services
- Possess a Bachelor's degree in Computer Science, Engineering, Business, or related field or equivalent work experience
- Build on you excellent collaboration skills to drive business and success within a Matrix organization
- An ambassador for Cloud technology
- Identify, lead and contribute to the creation of best practices, white papers, workshops
- Provide thought leadership and collaborate with internal AWS Service Teams, present at conferences, summits and Customer venues as a Cloud thought leader and strategic executive Cloud advisor