

Example of Cloud Advisor Job Description

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Our growing company is looking for a cloud advisor. 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 advisor

- Source, attract and close passive and referred candidates
- Manage the full-cycle recruiting process with an emphasis on building strong hiring manager partnerships, candidate advocacy and strategies that lead to timely fulfillment of open positions
- Leverage multiple sourcing strategies and channels including your external network, creative web searches and internal referrals to provide high quality candidates
- Manage interview and hiring decision-making process with both interviewers and hiring managers
- Works deals assigned to the sales team supported, prioritizing effort based on maximizing total impact on team productivity and profit, or as directed by Practice Leaders or Sales Director
- Proactively scopes the Microsoft cloud solution required to address customer requirements, assesses customers' met and unmet needs, and recommends solutions that optimize value for both the customer and the firm
- Provides support to team member sales associates in order to enhance their product knowledge and technical sales skills
- Opportunistically pursues additional business development opportunities within clients
- Nurture relationships with Microsoft in-market field sellers, partner technology specialists, and partner sales executives
- Keep up with Microsoft product announcements and sales incentives and

Qualifications for cloud advisor

- Knowledge of Windows and Linux/UNIX Operating Systems - scripting is a plus
- Microsoft Server OS 2003/2008 and Windows XP Pro/Windows 7 experience (MCSE a plus)
- VMWare Experien (VCP and or ESXI 6 is a plus)
- The ability to effectively bridge the gap between the business and IT organizations, an understanding of vertical industries
- A broad-spectrum understanding of all the components of the Microsoft platform
- A strong technical competency and depth in specific portions of the Microsoft platform