Our company is searching for experienced candidates for the position of cloud development. 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 cloud development

- Similar to a start-up, do whatever it takes to pioneer Sales and GTM success for our cloud solutions – EBC's, beta programs, evaluations, POCs, create content, enable the field
- Develop cloud strategies and plans for Japan and participate in strategic, tactical, and forecasting planning
- Develop cloud strategies and plans
- Mentor other junior engineers on the team on code quality
- Assist solution architects in conveying client needs to design proper cloud offerings and solutions
- To target and recruit an agreed number of cloud focused partners, either with CSD partners and or directly
- To work side by side with field marketing to launch all recruited cloud partners with activities that drive MRR pipeline, to enable the transition of the recruited partners to the UK sales team at an agreed stage in the partners' development
- To manage the relationships with the UK CSD partners in order to deliver a set agreed MRR target
- Manage time and resources to build MRR pipeline, ensure follow-up with partner prospects, and support new partner sales activities as appropriate
- Assess and manage opportunities and pipeline, ensuring accuracy of weekly/monthly/quarterly MRR forecasts using Salesforce.com on a daily basis

- Experience with web development (Javascript) and web applications
- Experience with Gradle, Jenkins, & Atlassian Tools
- Knowledge and experience of Linux, Unix & Windows
- Ability to innovate and strategize
- Project management skills and experience in handling large and medium scale Technology Infrastructure Projects
- Extensive knowledge of Continuous Integration and related tools