Our growing company is looking to fill the role of cloud development. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for cloud development

- Responsible for identifying target accounts, generating leads and opportunities by selling in to new buying centers
- Leveraging Solution Selling, close key deals to develop referenceable early stage lighthouse customers – forecast appropriately with good insight, accuracy and judgement
- Work with Account Managers, Sales Engineering team and other areas of McAfee in closing complex opportunities at the C-Level - must work well in a team environment
- Understand the broad Cloud IT environment, McAfee's unique Cloud Strategy and the subdomain solutions of Pervasive Data Protection and Hybrid Infrastructure
- Engage with senior decision makers and influencers internally and within the accounts supported
- Assist in applying in Region GTM Plan for OMCS
- Act as a real Evangelist for OMCS Portfolio
- Work in a highly collaborative and dynamic agile team environment with multiple levels of technology staff across various geographical locations
- Develop long term relationships with the key Cloud partners in your designated territory
- Achieve quarterly and annual bookings goals via a set of focused Cloud partners within a designated territory or country

Qualifications for cloud development

- Love for technology and sales
- Persistent, yet professional manner
- At least 8 years' experience in sales management roles related to complex services
- Provide technical consultation and disseminate Cloud information to the sales team