



# Example of Cloud Development Job Description

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Our growing company is looking for a cloud development. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for cloud development

- Manage the relationships with the UK CSD partners in order to deliver a monthly recurring revenue (MRR) target
- Assess and manage opportunities and pipeline, ensuring accuracy of weekly/monthly/quarterly MRR forecasts using Salesforce.com
- Attend monthly UK sales meetings to align activities and ensure smooth transition of partners at the appropriate time to the UK sales team
- Guides practice and field sales to effectively position Virtustream Storage Cloud solutions and provide overall governance review and approval for new business opportunities
- Supports finance to ensure cost proposals, cost models, rate structures and profit margins are correct, current and in compliance with Virtustream standards
- May be responsible for Virtustream Storage Cloud service design, delivery models, service level agreements, and cost structure
- May provide support to sales efforts by incorporating both client-related and operational support
- Thoroughly understands and articulates Virtustream technical direction, capabilities and business solution to clients
- Ensures Virtustream Storage Cloud value proposition meets the customer's requirement and can be delivered within the proposed scope
- Participates in account and/industry analysis, problem resolution, and communications between client, Sales and Virtustream management

## Qualifications for cloud development

- Ability to produce a narrative to customers around a broad portfolio of solutions that meet business objectives
- Knowledge of Linux operating system is a plus, along with a passion for open source technology
- Solution sales mentality in a company with multiple products and services
- Work with AWS Sales, BD and Marketing teams, drive proactive of ROI/economic conversations with our customers
- Develop a standard ROI framework and dynamic analytic model to be utilized by the AWS Sales, BD and marketing teams
- Serve as a central resource for the Sales team to help our customers create appropriately detailed financial models for their current and future IT landscape