



Example of Cloud Leader Job Description

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Our growing company is looking to fill the role of cloud leader. 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 leader

- Successfully identifying and winning new sales opportunities
- Effectively promoting the Broker Services' value proposition to clients in multiple verticals (existing outsourcing / managed services / new logo clients)
- Relentlessly pursuing new avenues for market penetration and business expansion
- Candidate will be working a sales leader, strong communicator, results-oriented and self-driven professional with a proven track record of selling technical solutions and closing complex business deals
- Contribute technically to a complex Cloud support engagement manage a team based on 10 years of consulting and industry experience
- Assess profitability when proposing an effort and make decisions with the understanding of impacts to quality and profitability
- Experience with scripting languages such as Perl, Ruby, PHP, Bash and Python
- Experience with container implementations such as Docker, Solaris Containers, OpenVZ / Virtuozzo
- Strong understanding and knowledge of technology trends such as Digital, Mobility and Internet of Things (IoT)
- Knowledge of relevant ADM/CMMI, ITIL, internal audit, and risk-management standards

Qualifications for cloud leader

- At least 5 years of experience and demonstrated leadership with varied ecosystem partners – including but not limited to systems vendors, independent software vendors, cloud providers, and vertical application providers
- At least 5 years of experience with developing budgets and predicting project costs
- Good understanding of systems programming including distributed systems, multithreading, networking, performance analysis
- Strong track-record in software sales and knowledge of Cloud architecture, with at least 5 years in leading complex sales for scalable X as a Service , software as a Service solutions
- At least 12+ IT sales years with a focus on Cloud, X as a Service, Hybrid IT, Managed Services