



Example of Cloud Manager Job Description

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Our company is growing rapidly and is looking to fill the role of cloud manager. 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 manager

- Negotiate with vendors to achieve the best outcomes for pricing business terms and conditions
- Ensure the chosen vendors deliver cloud services per contract
- Manage cloud vendor relationships
- Responsible for multiple customers (typically 8 to 15)
- Establish relationships with each customer that transcends the tactical cloud details, thus ensuring appropriate focus on longer-term customer objectives
- Continually steer key management to ensure awareness of current delivery status
- Drive overall Cloud delivery to success by keeping balance between customer's expectations and delivery realities
- Supports sales team as a representative Cloud Services Delivery team
- Nurture Customer Reference status
- Work with Sales/Pre-Sales and deliver CRs and Enhancements proposals to customer and obtain sign-off

Qualifications for cloud manager

- Ensure the right subject matter experts are included in work sessions and team members have the adequate knowledge to implement and produce project deliverables
- Work/task planning and execution

according to the project plan

- Project control procedures
- Develop and implement effective techniques for scope/change management, issue resolution, project communication, project status and reporting
- Constructive involvement of stakeholders