



Example of Cloud Sales Specialist Job Description

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Our company is growing rapidly and is hiring for a cloud sales specialist. 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 sales specialist

- Winning new business and retaining existing customer business and relationships
- Managing multiple opportunities through the entire business cycle simultaneously, working with cross-functional teams as necessary
- Leading the sales effort by development of the account strategy, with the ability to understand and document complex customer requirements
- Serve as a Trusted Advisor
- Work with our direct field sales team and reseller to aggressively prospect and build cloud/SaaS pipeline and knowledge
- Work with direct field sales to aggressively prospect and build cloud/SaaS pipeline
- Drive sales efforts through IT, technical, and security assessments
- Create and deliver in depth cloud ROI, TCO and financial options as part of the overall cloud value proposition
- Participate in forecasting process to provide visibility to leadership of sales pipeline status and potential to achieve target bookings, upside and downside risks to achieving target bookings
- Create Territory plans and execute

Qualifications for cloud sales specialist

- Develop trusted advisor relationships with a range of end customers and

- Proven track record in BTB or Channel sales a plus
- Previous SaaS, software & high tech sales experience a plus
- Experience working with Salesforce.com and ability to navigate in a Windows & Mac environment
- Strong communication skills, excellent telephone skills