Our innovative and growing company is searching for experienced candidates for the position of cloud sales. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for cloud sales

- Accountable for revenue and bookings the overall margin of deals
- Assess sales opportunities, develop and present creative proposals that will ensure closing the sale
- Responsible for account planning, including identifying and documenting clients' organizational structure, IT initiatives, application needs
- Proactively drive efforts to improve the client's experience with NaviSite's solution (recommended upgrades, configuration changes)
- Establishes and reports on metrics to measure performance of the inside sales activities
- Maintains and promotes a successful and positive work environment
- Present products and services to new corporate accounts
- Exceed established new business revenue targets for software sales
- Accurately forecast sales opportunities via pipeline report
- Effectively and accurately manage personal revenue pipeline to maximize all new business opportunities

Qualifications for cloud sales

- Familiarity with major cloud service provider platforms (e.g., Amazon Web Services, Microsoft Azure, Rackspace Cloud/Hosting Services) and cloud enablement technology platforms (e.g., VMware, Openstack)
- Ability to do basic network troubleshooting – IP address, routing
- 2+ years with solutions comprised of Xaas, software, and services

- Coordinate regularly with sales reps on data analysis, customer insights and reporting to understand customer usage of AWS services
- Analyze customer usage of AWS services to understand patterns, identify trends, and drive customer conversations