



Example of Cloud Sales Job Description

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

Responsibilities for cloud sales

- Create and support “clicks, not code” processes in Salesforce, including Workflow Rules and Process Builder, Validation Rules, custom fields, page layouts, custom objects, Working knowledge of Visual Workflow (aka “Flow”) a plus but not required, and you may get an opportunity to learn it
- Support & improve on other apps in our Sales Tech Stack, like Outreach.io, Full Circle Insights, LeanData, and others
- Create and manage informative and compelling Reports & Dashboards that help drive insights for our users, from Sales Reps all the way to top Executives
- Work with DemandTools (yes, we have it!) and Excel on data manipulation, normalization, clean-up
- Answer questions about processes and systems from our Sales Reps and Managers
- Work with our counterparts in Marketing Operations who manage our Eloqua implementation to ensure the Eloqua to Salesforce processes are reliable and optimized
- Work with our counterparts in Finance’s Deal Desk who support our Quoting & Proposal processes for Sales
- Coordinate SalesOps work on Sales Cloud with our counterparts on the Business Applications team who support the Service Cloud implementation, integrations to other business systems like Netsuite, and provide Apex and Visualforce development support for SalesOps
- This person will own Contact, Lead, and Opportunity functionality for Sales Cloud

Qualifications for cloud sales

- Establish monthly business review process to gather insight for the sales team on key customer issues
- Gather insights from the business and broader customer trends on the success, value and impact of AWS committed contracts and develop recommendations for program changes and enhancements
- Proficiency in Microsoft Office Productivity Tools
- Ability to use Microsoft Excel to analyze large data sets, create financial models and simplify complex data
- A technical background in computer science or finance
- Experience with Legal work or contract negotiations is a plus