



# Example of Cloud Sales Job Description

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

- Provide input to sales forecasts and performance reviews
- Provide a challenger mentality developing solutions to complex customer problems
- Provide deep insights on current market and technology trends with clear business values that will delight customers
- Develop technical and commercial reference solutions with Product Management and technology alliance partners
- Drive business funnel and Go-to market with key technology alliance partners
- Get your hands dirty when needed to deliver bleeding edge technology POCs
- Accountable for Cloud sales quota for your assigned region/country
- Define and execute Cloud GTM plan for your region by working with cross-functional team in the region and in the countries
- Develop strategy to address different business challenges by working with the Cloud extended team – solution architect, system engineering, and channel development
- Partner with marketing team to develop and execute marketing plan to drive demand generation and market awareness

## Qualifications for cloud sales

- Minimum of 5 years experience in software sales

- Just need basic sales skill, the most important are Passion
- Basic know-how for Cloud (Pub/Private/Hybrid) notion and IaaS/PaaS/SaaS inclusion
- Basic concept for API-eco