



Example of Cloud Sales Job Description

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Our company is growing rapidly and is looking for a 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 deep insights on current market and technology trends (NFV/SDN) with clear business values that will delight customers
- Obtain agreement from multiple parties throughout all stages of the sales cycle
- Achieve target revenue for territory or named account(s)
- Manage a corporate and sales team resources effectively to achieve target objectives
- Establishes productive, professional and executive relationships with key decision makers in the designed Territory and Partners Organizations
- Develop strong customer relationships, influence and trust
- Promote company brand, product strength and value through existing contacts in the industry
- Support corporate sales and marketing events
- Contribute custom assets (presentations, demos) to the SE organization for reuse
- Create sales campaign strategy to develop winning, and compelling win strategies and proposals

Qualifications for cloud sales

- At expert level, manages advanced inbound and outbound sales calls and client facing meetings in order to sell cloud solutions, quote prices, provide

- Understanding of infrastructure and managed services
- 12+ years of sales experience in the IT industry, with Enterprise software and hosted service
- Strong knowledge of the IT hosting and Service Provider ecosystems
- Channel development and channel sales experience