



Example of Cloud Sales Job Description

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Our innovative and growing company is looking 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

- Ensure Hybrid Cloud sales strategy ensuring global strategic objectives are met and create turn-around solutions to ensure that sales plans are met
- Actively drive demand generation and pipeline creation activities to ensure a healthy pipeline
- Provide strong leadership in value based selling
- Coach and mentor the country sales/pre-sales teams to ensure that standards for client engagement is adhered to and sales targets are met
- Collaborate closely with product owners and user research to create a vision for Einstein features
- Mentor new members of design team
- New Business Sales Bookings
- Deliver on business growth commitments
- Manage highly competitive workloads through joint strategic sales planning enabling the capture of new market share in key markets
- Take competitive market share through detailed planning and opportunity execution

Qualifications for cloud sales

- Ideal candidates will have experience selling CRM, CX, Customer Experience, SaaS, Contact Centers, or similar applications
- One to three (1-3) years of inside sales management or supervisory experience in the software industry required

- Professional selling experience in high-tech or service related industry, preferred
- Thorough understanding of the fundamentals of Sales Cloud products and how they should be leveraged to solve business challenges
- Strong aptitude toward communicating complex business and technical concepts using visualization and modeling aids