



Example of Software Sales Specialist Job Description

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Our growing company is hiring for a software sales specialist. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for software sales specialist

- Understand and communicates technology roadmaps and vision and associated technical advantages of the proposed solution
- Successfully implements the division's products to customers' needs
- The incumbent of this role will engage effectively with CX level contacts in order to demonstrate the and sell the value and benefits of the solution within corporate in house legal departments
- Beginning to gain "insider status" to influence the customer's buying process primarily targeted at the senior leadership level
- You'll be selling vSAN and the full SDS product line to enterprise accounts
- Articulate domain and product positioning to both business and technical users
- Maintain deep technical and business knowledge of Software Defined Storage (SDS), industry directions, and trends
- Drive SDS technical evaluation and validation conversations, onsite and remote, including product demonstrations and Proof of Concepts (PoCs) directly with customers or SDS partners
- Work in close collaboration with the Storage Business Unit, including Product Management, Product Marketing
- Manages full life cycle of recruitment process from discovery meeting with hiring manager, sourcing and screenings candidates, submitting the most qualified candidates to hiring team, participating in the interview process, hiring decision, and completing offer negotiations

- At least 3 years experience in Software Pre-Sales
- Deep understanding of technology of Big Data and advanced analytics in this environment
- Proven experience to articulate, define and execute strategies to grow the Big Data & DB business to reach new markets
- Big Data sales experience
- Big Data deep technical understanding
- At least 10 years experience in Sales, Customer Handling Skills, Partner Relationship, Spreadsheets and Analysis tools