

Private Cloud Sales Executive

Position Overview:

We are seeking a highly motivated and results-driven Private Cloud Sales Executive to join our dynamic sales team. The Private Cloud Sales Executive will be responsible for driving the sales and revenue growth of our private cloud solutions and services. The ideal candidate is a self-starter with a strong background in cloud computing and a proven track record of success in selling private cloud solutions to enterprise customers. This role requires a combination of technical expertise, business acumen, and exceptional interpersonal skills.

Responsibilities:

1. **Drive Sales Strategy:** Develop and execute a comprehensive sales strategy to achieve revenue targets and increase market share for private cloud solutions.
2. **Identify Prospects:** Identify and engage with potential enterprise customers who can benefit from private cloud solutions. This includes conducting market research, attending industry events, and leveraging existing networks to generate leads.
3. **Consultative Selling:** Understand customers' business objectives, challenges, and IT infrastructure requirements. Provide consultative sales support, aligning private cloud solutions with customers' needs and demonstrating the value proposition of our offerings.
4. **Solution Presentations:** Deliver compelling presentations and demonstrations to showcase the features and benefits of our private cloud solutions. Effectively communicate technical concepts to non-technical stakeholders and articulate the advantages of private cloud over other solutions.
5. **Relationship Building:** Build and maintain strong relationships with key decision-makers and influencers within target accounts. Collaborate with internal teams, including solution architects and technical consultants, to ensure customer satisfaction and address any concerns or technical queries.
6. **Sales Cycle Management:** Manage the entire sales cycle, from lead generation to closure, ensuring accurate forecasting and pipeline management. Maintain a high level of activity through calls, meetings, and product demonstrations to accelerate the sales process.
7. **Negotiation and Closing:** Negotiate contract terms and pricing with customers to drive successful deal closures. Work closely with legal and finance teams to ensure compliance and smooth contract execution.
8. **Industry and Product Knowledge:** Stay up to date with industry trends, competitive landscape, and emerging technologies in the private cloud space. Continuously enhance product knowledge and understanding of customer pain points to drive effective sales engagements.
9. **Sales Reporting:** Provide regular sales reports, forecasts, and updates to management. Utilize CRM systems to track and manage customer interactions, sales activities, and opportunities.

Qualifications:

- Bachelor's degree in business, computer science, or a related field. MBA is a plus.
- Proven track record of achieving sales targets and driving revenue growth in the private cloud or enterprise software industry.

- Strong understanding of cloud computing concepts, virtualization technologies, and private cloud architectures.
- Excellent presentation, communication, and negotiation skills.
- Demonstrated ability to build relationships with key stakeholders and navigate complex sales cycles.
- Technical aptitude and ability to understand and explain complex technical concepts to non-technical audiences.
- Self-motivated and able to work independently with minimal supervision.
- Ability to travel to customer sites and industry events as needed.

Join our team and be part of a fast-paced, innovative company at the forefront of private cloud technology. If you are passionate about driving sales, exceeding targets, and delivering value to enterprise customers, we want to hear from you. Apply now and embark on an exciting career as a Private Cloud Sales Executive with us!

Please send your CV and cover letter to info@nexorra.com with Private Cloud Sales Executive in email topic.