

United Arab Emirates Jobs Expertini®

Sales Manager – Azure Jobs in Dubai | HTrust Human Resources Consultancy

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Company: HTrust Human Resources Consultancy

Location: , Dubai, United Arab Emirates

Category: office-and-administrative-support

Description:

A Cloud Sales Manager is responsible for securing business for the accounts that offer the following services: the Enterprise Cloud Services, Hosting, Data Center services, etc. They also prospect for the new accounts that provide the Cloud Services across all the verticals. They are responsible for helping build up a business by identifying new business prospects and selling product to them, maintain relationships with current clients and build and maintain relationships with new clients.

Job Responsibilities:

Generate and accelerate revenue growth as well as develop new opportunities of Cloud solutions, build a qualified pipeline

Responsible for assigned account, revenue, customer relationship management and pipeline management.

Achieve the target number and report in weekly forecast.

Responsible to offer and value sell the most appropriate solutions to satisfy the needs of the client

Work closely with the Inside Sales team to manage unmanaged business development with Cloud reseller/ distributors/ partners

Engage with clients and partners by calls / meetings to understand client requirement, develop a trustful relationship and brand CloudHost name in the market.

Prepare quotes; Offer and value sell the most appropriate solutions to satisfy the needs of

the client engaging the technical team when needed.

Keep up to date with the latest market trends, technologies and competitors.

Update CRM for meeting summary and details for New and existing clients on daily basis

Update details of all the lead calls made, success rate and the current status on daily basis

Update the list of number of meetings done along with the details like online meeting or in person meeting, on weekly basis

Update the list for targets achieved and if not achieved then stating the reason for missing the target.

Job Requirements:

Have 6-8 years overall work experience in the IT domain/ Cloud partner eco system

At least 3 to 5 years current sales and business development experience in a IAAS / Public Cloud / Private Cloud.

Bachelors degree, preferably in IT related Sector, with a strong technical background.

Courses: CCNA, Azure Fundamentals.

UAE Driving License

Adequate knowledge of Managed Hosted Services,

Network Security, data Center and Remote IT Infrastructure

Management and related terms and technologies

Create business opportunities for CloudHost in all domains of

Manufacturing, Banking, Financial Services, Insurance, Telecom and IT, Pharma, Healthcare, Life Science and brick & mortar sectors

Familiarity with the software services or IT markets and trends

Expertise in Microsoft Office

Excellent negotiation skills to develop new service business model (cloud service) with partner and internal counterpart

Excellent client service attitude and client-centric mindset. Able to understand clients varied need in a timely manner

Demonstrate high level of commitment and good initiative to meet these needs in a timely manner

Proven track record of successes in converting sales opportunities into orders.

Strong commitment to drive the business and achieve the target

Team player with strong business acumen and new market penetration.

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