

# Tatvic Analytics

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## Cloud Sales Associate – Junior

### Description

#### Key Responsibilities:

1. **Sales Support:** Assist the sales team in identifying and qualifying leads, preparing sales proposals, and conducting product demonstrations, leveraging Google Cloud Platform features and benefits.
2. **Lead Generation:** Use various methods such as cold calling, email campaigns, and networking events to generate new leads and opportunities, utilizing Google Marketing Platform tools for targeted marketing campaigns.
3. **Customer Engagement:** Build and maintain relationships with clients, understand their needs, and recommend appropriate cloud solutions, specifically focusing on Google Cloud Platform offerings.
4. **Sales Coordination:** Work with internal teams such as marketing, product development, and customer support to ensure smooth sales processes and customer satisfaction, leveraging Google Marketing Platform data for insights.
5. **Market Research:** Stay updated on industry trends, competitor activities, and customer feedback to provide valuable insights to the sales team, utilizing Google Marketing Platform analytics for data-driven decision-making.

#### Core Competencies:

1. **Cloud Technology Knowledge:** Understanding of cloud computing concepts, including Infrastructure as a Service (IaaS), Platform as a Service (PaaS), and Software as a Service (SaaS), with specific experience and knowledge of Google Cloud Platform services.
2. **Sales Acumen:** Ability to identify sales opportunities, negotiate terms, and close deals effectively. Strong communication and presentation skills are essential, with the ability to showcase Google Cloud Platform benefits.
3. **Customer Focus:** Dedication to understanding customer needs, providing excellent service, and building long-term relationships, with a focus on aligning GCP solutions to client requirements.
4. **Team Collaboration:** Capable of working collaboratively with cross-functional teams to achieve sales goals and deliver exceptional customer experiences, leveraging Google Marketing Platform data insights for marketing-sales alignment.
5. **Adaptability:** Willingness to learn and adapt to new technologies, market trends, and sales strategies, including updates to Google Cloud Platform offerings and Google Marketing Platform tools.
6. **Analytical Skills:** Ability to analyze sales data, market trends, and customer feedback to make data-driven decisions and improve sales performance, leveraging Google Marketing Platform analytics for campaign optimization.

#### Experience

- Previous experience in sales, customer service, or cloud technology is desirable but not required for entry-level positions.
- Proficiency in CRM software and Microsoft Office Suite (Excel, PowerPoint,

Word), along with experience using Google Marketing Platform tools and familiarity with Google Cloud Platform services.

**Education**

Bachelor's degree in Business Administration, Marketing, Information Technology, or related field

**Hiring organization**

Tatvic

**Employment Type**

Full-time

**Date posted**

May 8, 2024