

Tatvic Analytics

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Customer Development Manager – Cloud Sales

Description

We are looking for an aspiring sales professional to work as a Google Cloud Consultant who will be responsible for providing expert guidance and support to Small and Medium-sized Businesses (SMBs) in their cloud adoption journey. As a Cloud Consultant, you will work closely with clients to identify their needs, design and implement cloud solutions, and provide ongoing support to ensure optimal performance. The job requires excellent communication skills, stakeholder management and relationship building skills. The ideal candidate would have 0-2 years of experience in sales/marketing or any business development roles. Knowledge of Cloud and technology would be a plus.

Responsibilities

- Own the demand generation responsibilities for the respective region/territory assigned.
- Be responsible for generating new business for Google Cloud in the SMB market.
- Be working towards fulfillment of allocated sales targets.
- Drive deals to closure working with cross functional teams internally and externally.
- Be responsible for managing the alliance with the Google team
- Demonstrate a technical understanding of Google platform offerings
- Work with SMB clients to assess their current IT infrastructure and business needs and provide recommendations for cloud adoption.
- Develop and implement cloud strategies and solutions that meet the client's requirements and align with their business goals.
- Understand the client requirements and align the technical/delivery team accordingly.
- Provide ongoing support and maintenance for cloud solutions to ensure optimal performance, security, and scalability.
- Develop and maintain strong relationships with clients to ensure client satisfaction and retention.
- Build a sound knowledge of Google Cloud, passing your Cloud Digital Leader Certification within 3 months of joining.

Qualifications

- Bachelor's degree in Computer Science, Information Technology, or related field.
- Proven experience as a Sales professional/marketer/ Consultant, with a minimum of [0-2] years of experience
- Strong understanding of cloud technologies, including IaaS, PaaS, and SaaS..
- Excellent communication and interpersonal skills with the ability to build strong client relationships.
- Strong analytical and problem-solving skills with the ability to identify and resolve issues in a timely and effective manner.
- Ability to work independently as well as collaboratively in a team environment

Hiring organization

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Employment Type

Full-time

Job Location

NCR/Bangalore

Date posted

June 1, 2023