**CLOUD SALES SPECIALIST**

Profile of Candidate

• The ideal candidate should have a strong background in cloud sales, preferably with experience in both Azure and AWS platforms.

• The candidate should have a proven track record of generating new business opportunities, managing customer relationships, and closing deals in the IT services sector.

• The candidate should have excellent communication and presentation skills, as well as the ability to articulate the value proposition and benefits of cloud solutions to various stakeholders.

• The candidate should be well versed in typical managed services offerings around the hyperscale and private cloud platforms.

• The candidate should have a good understanding of the UK market and the challenges and opportunities faced by MSPs in the cloud space.

• The candidate should have a minimum of 5 years of relevant sales experience, preferably in a similar role or organisation.

3. Relevant Experience from Similar UK MSP Organisations

• The candidate should have experience working in a proactive overlay role; working with Account directors and Account managers to target their accounts with suitable value propositions to create opportunities in cloud.

• The candidate should have experience in selling cloud services to small and medium-sized enterprises (SMEs) and public sector organisations in the UK.

• The candidate should have experience in working with MSP partners and vendors to deliver end-to-end cloud solutions, including infrastructure, security, migration, and support.

• The candidate should have experience in developing and executing account plans, sales strategies, and proposals for cloud opportunities.

• The candidate should have experience in negotiating contracts and terms with customers and suppliers, as well as managing the sales cycle and pipeline.

• The candidate should have experience in collaborating with technical and delivery teams to ensure customer satisfaction and retention.

4. Requirements of the Role for the Successful Candidate

• The candidate will be responsible for identifying, qualifying, and pursuing new cloud sales opportunities in the UK market as an overlay to SCC account holders.

• The candidate will be responsible for presenting and demonstrating the value and benefits of cloud solutions to customers and prospects, as well as addressing their pain points and needs.

• The candidate will be responsible for developing and maintaining strong relationships with key decision makers and influencers in the customer organisations, as well as with MSP partners and vendors.

• The candidate will be responsible for creating and delivering compelling proposals, bids, and contracts for cloud opportunities, as well as negotiating and closing deals.

• The candidate will be responsible for managing the sales pipeline and forecast, as well as reporting on sales performance and activities.

• The candidate will be responsible for collaborating with technical and delivery teams to ensure smooth and successful delivery of cloud solutions, as well as providing feedback and insights to improve the products and services.