



## Cloud Solution Sales

### Roles and Responsibilities

You will join the cloud services team and focus on selling cloud based solutions.

- Responsible for verifying design documents, generating proposals and bid documents
- Understanding the client's project aims, offer professional and commercial insight to ensure client satisfaction, as well as representing the business's commercial interests.
- Self-sufficient when engaged in smaller assignments representing the company, always ensuring customer satisfaction through high quality work and outstanding client care.
- Strong experience in a multi-disciplined team is critical as is your ability to clearly communicate complex technology solutions.
- Responsible for defining tasks, scope and effort from user stories during user research sessions.
- Involved in the qualification and bid process for new opportunities.
- Simplify the complexity of digital transformation for the customer
- Thought leadership and the ability to engage with CxOs.

### Educational Qualifications

- Bachelor of IT

### Experience Requirements

- 2 years cloud solutions sales
- An understanding of Public/Private/Hybrid Cloud solutions
- Understanding Cloud Readiness Assessments

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