

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