



Cloud Sales Professional

Brio Technologies Private Limited.

Job brief

If you love technology, prefer people to spreadsheets and emails. Enjoy the buzz, closing a sale can bring and targets keep you excited. Coaching is your second nature and passionate to help people make right decisions. Looking for a rewarding career rather than a mere time-filling job. We have the right stuff for you to get started.

Brio is looking for talented Cloud Sales Professionals who can play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. Understand and evangelise our cloud based solutions' portfolio to potential and existing clients.

Join us to spread the joy of technology

Location : Chennai / Mumbai / Bengaluru / Riyadh

As the introductory face of Brio, we'll rely on you to provide the energy and personality to build our brand and gain the trust of prospective customers. You'll be responsible for :

- Develop and execute sales strategies to target key accounts

- Build and develop executive relationships with customers, and work to grow new relationships. Influence long-term strategic direction, and serve as a business partner.
- Negotiate and manage entire cycles, present to C-level executives in corporate and global customers.
- Lead account strategy in generating and developing business growth opportunities, working collaboratively with Principals to maximize business results in territory.
- Understand customers' technology footprint, strategic growth plans, business drivers and technology strategy.
- Drive business development, forecast accurately and achieve strategic goals by leading customers through the entire business cycle.
- Meet & exceed sales targets & KPIs.
- Represent Brio at trade exhibitions and events.
- Collaborate with marketing and other teams as needed

Requirements

- 5+ yrs of experience in Cloud sales
- Good Understanding or Hands-on experience of PaaS, IaaS, Kubernetes, Containers & Microservices services
- Must have knowledge of Software-as-a-Service (SaaS) market & cloud technology
- Excellent Communication Skills (in Speaking & Writing).
- Strong negotiation and closing skills.
- Have a good book of business.
- You should be highly energetic, self motivated, Self managed and result oriented.
- Ability to work independently and as part of a team.
- Enjoy travelling and meeting people.

Please make sure you meet the above requirements before applying.

if you think you are a good fit for the above opening. Please submit your details on the following link <https://goo.gl/tMxprS>