

# United Kingdom Jobs Expertini®

## Field Sales Representative - GCP Sales

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Company: Searce Technologies Inc

Location: United Kingdom

Category: other-general

### **about the role**

Be the face of Searce UK and help build the GCP practice whilst helping futurify our customers by leveraging the latest and greatest technologies. You will inspire and advocate businesses of all sizes to leverage cloud technologies. Using your passion for technology, you help spread the magic of cloud to organizations around the world. The vision is to build Searce's brand as one of the world's most trusted partners.

### **key responsibilities**

Execute business development plans to ensure that opportunity creation and pipeline goals are met and exceeded while working against KPIs and metrics

Source, identify, and qualify sales pipeline within potential tech/startup customer. Prospect new opportunities using a combination of phone, email, social media, and direct mail to help build our sales pipeline by connecting with prospective customers, understanding their unique needs, identifying the best way to position Searce Inc and its value propositions, evaluate if there is a good fit, schedule meetings for Field Sales Representatives

Collaborate and nurture strategic engagement with Sales and Marketing for outbound messaging and demand generation programs

Source and be able to organise large contact data sets. Use data to identify key target prospects

Work closely with Google on target account lists, find creative ways to break into competitive accounts

## **preferred qualifications**

1-2 years of technology sales and business development experience, particularly within Google ecosystem

Experience managing and developing a pipeline of qualified leads and opportunities within software, SaaS, Analytics, BPM or IT products or services

Understanding or previous experience working within the Public Cloud ecosystem (Amazon Web Services, Google Cloud Platform, etc - and their related services) is required

Consistent record of meeting and exceeding sales targets

Highly effective verbal and written communication skills in English

True passion for sales and technology

Self-starter with tons of energy, passion, humor, and enthusiasm

Critical problem-solving skills to handle customer questions and overcome objections

A great sense of humor and enjoys having fun with colleagues

Passionate, persuasive, articulate Cloud professional capable of quickly establishing interest and credibility

Good business judgment, a comfortable, open communication style, and a willingness and ability to work with customers and teams

Strong service attitude and a commitment to quality

Highly organised and efficient

Confident working with others to inspire a high-quality standard

Comfortable working in an all-hands start-up environment - owning a project, wearing many hats to get the job done, attention to detail and strong follow-through

Strong work ethic, track record of high productivity and sales achievement

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