

## Lead Account Technology Strategist - UKI

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Company: Cloud Software Group

Location: United Kingdom

Category: other-general

### **About this Team:**

We are looking for an Account Technology Strategist to join our Commercial Sales team in the UKI region. Working in a team with an Account Executive, the ATS is responsible for the pre- and post-sales support of our Premier Commercial customers in the United Kingdom and Ireland.

### **Primary Duties/Responsibilities**

As a seasoned sales technology professional with field experience, the ATS provides pre- and post-sales technical support of the sales process across Citrix Products and Solutions.

As part of the sales team, the ATS is responsible for assessing the potential application of Citrix products to meet customers' business needs.

Articulates industry trends and insights.

They have trusted advisor status and are known as a customer advocate.

They have a strong knowledge of our well-known use cases where applicable.

Conduct product demonstrations and technical presentations remotely or at customer locations Citrix facilities.

Capable of coordinating and aligning cross-functional resources to ensure customer needs are met.

Can build a complex, multi-product proof of concept solutions for customer evaluations as part of a sales engagement process.

Assists with overcoming technical and competitive objections and accelerates the technical evaluation component of the sales cycle.

The ATS should create formal networks with key decision-makers in assigned accounts and develop extended relationships beyond our current contacts.

They should serve as an external spokesperson and evangelist for Citrix's vision and associated technologies.

Provide regular and efficient updates on assigned accounts to Sales and sales Engineering management.

Consistently contributes to the broader team's technical mindshare.

Seen as a sales professional who can function as a sales representative as needed.

Ability to present/communicate at an executive level to multiple customers/prospects.

Owns initiatives impacting their immediate sales area. Example: go-to-market

Positively influences sales opportunities beyond their own assigned account set.

Solid understanding of Citrix domain, competitive technologies (VMware, Zscaler, Nerdio, F5, Island, and other competing technologies), and how to position to "win".

### **Qualifications (knowledge, skills, abilities)**

They must have a solid understanding of Citrix's competitive domain and technologies.

Ability to diffuse complicated technical and political situations with partners and customers.

Must be flexible, dependable, and capable of quickly learning new products and technologies.

The individual should have demonstrated a broad understanding of one of the following areas of focus:

DAAS

Application

Server Virtualization

Enterprise Browser

Enterprise Mobility Management

Networkin

Exhibits a positive attitude, represents Citrix to business partners as well as customers in the best possible fashion, and fosters interest in our offerings.

Prioritizes and manages many diverse tasks.

Completes paperwork and uses internal Citrix account management applications in a timely fashion (expenses, CRM entries, feedback questionnaires).

Excellent oral and written communication skills, as well as excellent presentation skills.

Strong work ethic, attitude, and follow-through ability.

Possesses a high level of specialized sales and product solution knowledge.

### **Requirements (Education, Certification, Training, and Experience)**

They must possess a bachelor's degree or equivalent experience.

5+ years of Sales Engineering, Consulting, or Customer Success experience in high-tech, indirect sales, and procurement environments with a record of success in driving customer adoption of technology.

Ability to travel within assigned territory.

### **The following certifications are beneficial but not required:**

Citrix Certified Expert Virtualization (CCE-V), Citrix Certified Professional – Virtualization, Citrix Virtual Apps and Desktops Service on Citrix Cloud Certified (CC-VAD-CC), Citrix Virtual Apps and Desktops Service Integration with Microsoft Azure Certified (CC-VAD-MA) or Virtual Apps and Desktops Service Integration with Amazon Web Services Certified (CC-VAD-AWS)

Microsoft Certified Azure Administrator, or Azure Solutions Architect

AWS Certified Cloud Practitioner

Google Associate Cloud Engineer

Updated Security Certifications

### **About Us:**

Citrix and TIBCO recently merged to create Cloud Software Group, now one of the world's largest cloud solution providers, serving more than million users around the globe. When you join Cloud Software Group, you are making a difference for real people, each of whom count on our suite of cloud-based products to get work done — from anywhere. Members of our team will tell you that we value diverse lived experiences, passion for technology, and the courage to take risks. Everyone is empowered to learn, dream, and build the future of work. We are on the brink of another Cambrian leap -- a moment of immense evolution and growth. And we need your expertise and experience to do it. Now is the perfect time to move your skills to the cloud.

Cloud Software Group is firmly committed to Equal Employment Opportunity (EEO) and to compliance with all federal, state and local laws that prohibit employment discrimination. All qualified applicants will receive consideration for employment without regard to age, race, color, creed, sex or gender, sexual orientation, gender identity, gender expression, ethnicity, national origin, ancestry, citizenship, religion, genetic carrier status, disability, pregnancy, childbirth or related medical conditions (including lactation status), marital status, military service, protected veteran status, political activity or affiliation, taking or requesting statutorily protected leave and other protected classifications.

If you need a reasonable accommodation due to a disability during any part of the application process, please contact us at - or email us at for assistance.

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