

United Kingdom Jobs Expertini®

Sales Specialist - Cloud and Applications

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Company: Computacenter

Location: United Kingdom

Category: other-general

Location: UK - Mobile England | **Job-ID:** 207552 | **Contract type:** Standard | **Business Unit:** Sales & Pre-Sales & Alliances

Life on the team

You will be engaging with some of the UK's largest and most high profile enterprise organisations around our Cloud and Application solutions portfolio. You will be supporting customers in their respective evolutions, identifying the natural solution for their needs that will support them to grow and change their business.

You will be responsible for leading customer engagement around two key components of our Cloud & Applications portfolio. Firstly, what we call Developer Velocity; how we empower the Developer & Engineering communities inside of our customers to operate faster, smarter, better and safer than they do currently. We help our customers to acquire Developer Velocity by bringing together DevSecOps, Cloud Native Application Platforms and Observability. By building brilliant software code, shipping that software code into the hands of consumers faster and observing the impact that software code is having on end users, our customers have the power to grow and differentiate.

Secondly, you will lead customer engagement around our Public Cloud portfolio. As our customers continue to adopt public cloud at speed, our role is to help them take an application down approach, building a cloud 'smart' strategy so that they are setting themselves up for success. We help them with cloud management and governance, ensuring they are utilising cloud successfully and are working with the requisite levels of speed and agility. Finally, we build common ways of working through our multi-cloud operating

model; the majority of our customers utilise a number of cloud platforms and we must support them to get consistency and control in place.

What you'll do

The successful applicant will be responsible as a subject matter expert to engage, understand, qualify, propose and lead the successful closure of identified solutions or service opportunities:

What you'll do:

Identify Developer Velocity & Public Cloud opportunities and develop pipeline within Customers

Provide end-to-end opportunity ownership

Assist the customer through a process of understanding their requirements, defining a solution, creating a compelling proposition and will be responsible for negotiating commercials and closing the deal

Evaluate contract spend in a given organization in order to optimize spending patterns, technology usage, and implementation strategies

Show insight and thought leadership to our customers and partners regarding Developer Velocity and Public Cloud contracts and commercial agreements

Develop strong knowledge of industry trends by developing proactive professional relationships with vendor partners

Provide leadership and knowledge to customers and maintain a strong presence in the platform and hybrid industry community

Develop strategy to maximise opportunities and grow market share

What you'll need

Experience of selling cloud solutions and services

Experience or interest in selling Developer Velocity solutions and services

Proven experience operating as a specialist in particular domain areas

Proven track record of winning cloud deals

Experienced negotiator

Ability to build relationships and develop strategic partnerships

Proven track record of consistently exceeding targets

The ability to thrive in a fast-paced sales environment

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