



Client Relationship Sales Executive - Cloud Computing

(multiple positions available)

Priority Locations: NY Tri State; Portland, OR; Detroit/Cleveland

Other Locations: Opportunistic hiring for exceptional talent

CloudStrategies LLC, a leading edge and rapidly growing Cloud Computing organization, is expanding our sales team due to extensive growth this year and expected sales staff increase of 100% in 2012 and again in 2013.

Beyond being a Microsoft Gold Partner, we are proud to be among the highest ranked members of Microsoft's exclusive Cloud Champions Club as well as the Windows Intune BlackBelt Program. Every cloud solution that we deliver leverages our extensive knowledge of Microsoft products, services, best practices, and future direction in the cloud.

Position Overview:

This sales professional will be responsible for driving NEW business and establishing NEW relationships with clients across all verticals. This is a tremendous opportunity for an assertive self-starter who thrives in a collaborative and entrepreneurial environment. Requires a true passion for IT solutions-based selling.

Required Skills:

- * Hunter mentality a must, with proven sales acumen in bringing in new clients
- * 5-10 years of experience in selling technology services into corporate functions across all verticals
- * Proficiency with cloud computing solutions or the demonstrable ability to gain this proficiency
- * Demonstrated quota achievement, and over-achievement
- * Ability to articulate complex technology solutions to both technical and non-technical audiences
- * Consistently strong record of bringing in new logos through lead generation, cold calling or networking etc.
- * Experience developing trusted relationships with senior executives (5-7 years).
- * A passion for working in a collaborative and entrepreneurial environment.
- * Solid tenure at prior firms.
- * Strong desire to help build one of the leading cloud computing advisory firms in the nation

What's In It For You?

- * Base *plus* aggressive commission schedule *plus* substantial accelerators for above target performance
- * Opportunity to be coached and mentored by top ranked executives formerly from Microsoft, IBM and other industry-leading companies
- * Tremendous potential for personal and professional career growth, including escalation to management, in addition to contributing directly to a "boutique to large" organization expansion within a short period of time
- * Full Health Care Benefits
- * Ability to work remotely

www.cloudstrategies.net

We are an equal opportunity employer, M/F/D/V