

Cloud Generation Specialist - Sales Development



Locatie

Gelderland, Putten

<https://www.advertentienx.nl/x-1599651-z>

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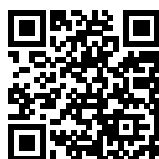
This is an exciting opportunity to accelerate your technology Sales Career in a Lead Generation role in a fun, energetic, team environment. A Cloud Sales Executive is our entry level sales role and the perfect place for you to accelerate your learning and grow fast! This is the first step in a technology sales career – easy progression to Account Manager, Regional Sales Manager, Solutions Engineer, Solutions Consultant and beyond. We're on a mission to be the world's favourite marketplace for technology professionals to buy cloud technology products & services, and this role is key to continuing exponential company growth. Role Info: Cloud Generation Specialist - Sales Development Zwolle, Netherlands / Hybrid Working Competitive Market Salary Plus Excellent Benefits Including Extended Holiday Programme, Employee Assistance Programme, Mental Health Coaching, Employer Sponsored Retirement Savings Plan, Bonus Programme, International Career Development Opportunities and So Much More!... Culture: Diversity, Equity, Inclusion, Belonging Product: Cloud Technology Marketplace platform. Tech Unicorn - Amazon-style marketplace for IT partners to purchase Cloud products & services for their clients. Very cool. Your Background: Sales, Cold Calls, Relationship Building, Business Development Pedigree: We're listed on the Inc 500 Awarded Glassdoor's Best Places to Work 2021 and 2022 Outside: Best Place to Work CRN: Tech Innovator Award Built In: Best Place to Work Employer of the Year in the UK Women in IT UK Awards 2021 Who we are: Our mission is to be the world's favourite place to buy cloud products. We are a fast-growing, dynamic, and high-energy organisation with a start-up feel, allowing you to make a meaningful impact on the business. Culture is important to us, it's business, and it IS personal. We are passionate, creative, and unconventional. We work hard, keep it fun, and expect the best! We 'Elevate' each other. We Advocate for our partners. We Innovate continuously.

We Celebrate life. As we continue our expansion across Europe, Australia and Asia, we are testing the waters to see if it means a new cloud technology company in the UK and Netherlands offices. This role is a come and see role, the fun of it is a fast growing company looking for results driven sales reps to join an expanding team. We provide an energetic environment with a lot of opportunities to learn and grow. If you are a sales professional with the perfect blend of a Cloud Generation Specialist (CGS), you'll support our partners in selling Cloud Services to their end customers. You'll help assess partner and customer needs and set appointments for our team of Channel Account Managers. You will introduce and engage strategic partners with us, focussing on establishing consultative relationships with MSPs to drive automation, growth and success within the channel. Key Responsibilities: Increasing brand awareness and introducing Pax8's Cloud services via telephone, email and social media to identify new business Providing a high level overview of Pax8 products and services and setting appointments to recruit new Channel Partners to the Pax8 program Setting 10-30 qualified



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appointments per month between prospective partners and Pax8 Channel Account Managers Utilising Salesforce to develop and manage a consistent pipeline of qualified prospective opportunities. Are proficient in Dutch with excellent English language skills, both written and spoken Proven work experience in Sales Development, or a similar role or a fast learner with drive and a passion for technology! Proficiency with social media (LinkedIn, Facebook) Strong ability to work independently while supporting a team Energy and desire to make numerous (70+) phone calls daily all while maintaining high motivation and a great attitude Ability to communicate clearly and effectively through email and via telephone Coachable and willing to learn Located based in Zwolle area or surroundings in order to be able to commute to office at least 3 days a week We know there's no such thing as a 'perfect' candidate - Nor do we look for the right "fit" with us, we look for the Add! In order to fulfil this role, you need the permanent right to work in the Netherlands. We encourage you to apply for a role at Pax8 even if you don't meet 100% of the bullet points. We believe in cultivating an environment where there is a diversity of perspectives, in hopes that we can all thrive in an inclusive environment. The modern workplace is in our DNA so working from home is not a problem. However, teamwork is also valuable, so we do encourage you to regularly come together in our office in the Netherlands (Zwolle). We offer an international and dynamic job with a high degree of responsibility and fun, in one of the coolest and fastest growing industries in the world: IT. There is plenty of room for personal growth and you will be working closely with your energetic and skilled team mates. Sounds like a good fit? Apply here for a fast-track path to our Leadership Team. Application notice... We take your privacy seriously. When you apply, we shall process your details and pass your application to our client for review for this vacancy only. As you might expect you may be contacted by email, text or telephone. Your data is processed on the basis of our legitimate interests in fulfilling the recruitment process....Websiteklik hier voor meer.