



Job Description

Job Title:	Account Executive
Reports to:	VP Sales
Job Type:	Permanent
Location:	US/West – Remote

About CloudSphere

CloudSphere's flagship Cloud Management Platform enables enterprises and cloud service providers to simplify and optimize cloud migration, management, and governance. Our multi-cloud solutions use a unique application centric approach to allow users to see beyond individual cloud resources and manage applications in the cloud.

We are offering candidates an opportunity to join our company, make an impact and be a part of our future success. As a growing company, CloudSphere is an exciting and vibrant place to work and supports employee's ability to develop their skills and careers in a flexible working environment. We offer a wide range of benefits and a competitive salary.

About the role

This sales professional will be responsible for all revenue within their territory location and have a proven track record of exceeding ARR goals by selling into Managed Services Providers or Enterprise accounts. We are looking for a team player with a structured approach to pipeline development for SaaS products. The AE will partner with our world class Sales Engineering team to own the sales process from start to finish but will also leverage any/all corporate resources to ensure we win at all levels.

Key Responsibilities

- As part of the CloudSphere team, drive the company's goals to building a leading high-performance enterprise.
- Cultivate and close new business sales relationships with MSP and enterprise accounts at an executive level within designated territory.
- Have a disciplined approach to pipeline development through leveraging Marketing, Customers, Sales Development team and their own ability to organically prospect.
- Develop an overall account strategy that will lead to a well-executed, team-based selling effort.
- Team up with your Sales Engineer and Customer Success to deliver outstanding product demonstrations, well executed proof of concept programs and smooth onboarding.
- Build a strong partnership with existing customers that focuses on customer retention, high renewal rates and expansion within the customer.
- Effectively forecast monthly/ quarterly ARR and communicate the status of strategic transactions.
- Development of strategic business plans for territory on quarterly basis.



Skills and Experience

The role would suit somebody with the following experience:

- Solid track record of meeting and exceeding ARR sales targets for B2B SaaS.
- Depth of experience in selling complex software/SaaS solutions to MSPs or Enterprise accounts.
- Detailed knowledge of the Cloud Management or Cloud Security markets.
- A consultative salesperson intent on helping our customers succeed.
- Strong communication skills, capable of articulating and presenting a compelling vision.
- Ability to demo products, working independently from Sales Engineers in initial meetings.
- Will have worked in – or be highly suitable for – fast-paced, agile growth environments.
- Bachelor's degree in business or similar field.

To Apply:

Applications will be accepted until the position is filled. Please email your resume to careers@cloudsphere.com, include a cover letter, and use the position title in the subject line of your email. Only candidates considered for an interview will be contacted.

Thank you for your interest in this position, we look forward to hearing from you!