CloudSphere

Job Description

Job Title:	Solution Engineering Manager
Reports to:	Director, Solution Engineering
Job Type:	Permanent
Location:	US East – Remote

About CloudSphere

CloudSphere's unique data science approach to hybrid and multi-cloud **Cyber Asset Management** provides the only solution that automates the creation of a top-down, application-level view of a company's cyber assets. Our continuous Business Service Graphing saves countless personnel hours in constructing a meaningful real-time view of a company's entire IT estate. This newfound visibility shows where business services and related applications are running and how they interact with each other, dramatically simplifying important use cases like IT optimization, security posture, and compliance.

Headquartered in Los Altos, California and Dublin, Ireland, CloudSphere supports a diverse global customer base across industry segments including telecommunications, software, finance, manufacturing, healthcare, construction, and education. Following a significant strategic contract with Microsoft, CloudSphere is entering a significant phase of growth.

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 sales within their territory location and have a proven track record of exceeding ARR goals. CloudSphere has a compelling value proposition for both Enterprise accounts and Managed Services Providers, in addition to a strong go-to-market partnership opportunity with several strategic alliances (including Microsoft, AWS, Google, HPE, and others). 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.

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Key Responsibilities

- Work as part of regional sales team in support of sales objectives by effectively presenting solution value proposition and leading technical pre-sales efforts with enterprise accounts and Managed Services Providers.
- Proactively drive technical partner enablement with regional channel and alliance partners in support of joint go-to-market sales efforts.
- Collaborate with customer experience team to ensure successful product deployments and gather requirements and feedback.
- Communicate effectively with account team(s) and other internal resources (product, engineering, product marketing in particular), as well as with partners and end-customers.
- Contribute to solution best-practices based on collaboration with partners and customers in region.
- Support product marketing and thought leadership efforts for CloudSphere.
- Regular travel is required as part of this role: partner and client meetings, company meetings, trade shows and events.

Skills and Experience

The role would suit somebody with the following experience:

- High energy, intelligent, positive attitude, and a team player that interfaces well at all levels of organizations.
- Experience and knowledge of hybrid cloud infrastructure and related solutions in an enterprise IT environment, particularly related to IT Operations (SecOps experience also preferred).
- One or more cloud technology technical certifications preferred (AWS, Azure, GCP).
- Extensive hands-on experience configuring, installing, deploying, managing and supporting datacenter and cloud related technologies.
- Experience working as a field solution / sales engineer preferred
- Hands on experience in an enterprise IT organization or in a professional services delivery or pre-sales capacity would be valuable.
- Experience with software APIs.
- Experience with BI (business intelligence) and reporting tools preferred.
- Ability to work in an interrupt-driven environment and must be able to multitask (well).
- Customer and deal-driven.
- Self motivated, takes initiative and requires minimal direction.
- Excellent communication skills - both written and verbal. Capable of articulating and presenting a compelling vision.
- Strong problem solving and troubleshooting skills.
- Experience working in an early stage company preferred.
- Demonstrate professionalism and integrity in all cases.
- Bachelor's degree or higher.

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!

CloudSphere has a mandatory vaccination policy for all hires.