



PR/094639 | Cloud Sales and Operation

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1514555

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

January 21st, 2025 13:01

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

Our client is a prominent Cloud provider, a global leader in cloud computing and artificial intelligence, providing services to thousands of enterprises, developers, and government organizations in more than 200 countries and regions

JOB RESPONSIBILITIES

Develop and implement effective sales strategies for cloud services, ensuring alignment with the company's overall business objectives.

Manage relationships with key clients and vendors to maintain a strong network in the cloud services industry.

Conduct market research to stay updated on the latest cloud technology trends and competitor activities.

Negotiate contracts and agreements with suppliers and customers, ensuring favorable terms for the company.

Meet or exceed sales and purchase targets, contributing to the company's revenue growth.

Collaborate with the marketing team to promote cloud services and increase market awareness.

Prepare and present sales reports to senior management, providing insights into sales performance and opportunities for improvement.

Develop and maintain a detailed understanding of the company's cloud product offerings to effectively communicate their value to clients.

Qualifications:

Proven work experience as a Sales and Operations Specialist or a similar role in the IT industry, with a focus on cloud services.

Strong knowledge of cloud services and products, including their technical aspects and market positioning.

Excellent interpersonal and team management skills, with the ability to build and maintain strong relationships with clients.

Strong analytical and negotiation skills, with a track record of successful contract negotiations.

Ability to deliver engaging presentations to both technical and non-technical audiences.

Bachelor's degree in Business Administration, Marketing, Computer Science, or a relevant field.

Working Location: Singapore

Apply online or feel free to contact me directly (via email:charlotte.guo@jac-recruitment.com) for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

Run Guo (R24124139)

JAC Recruitment Pte. Ltd. (90C3026)

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Company Description