

Senior Cloud Sales Specialist – VMC on AWS

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Company: VMware

Location: Sydney

Category: Other-General

****The Elevator Pitch: Why will someone enjoy this new opportunity?***The Cloud Sales team delivers great results by helping our customers along their digital transformation journey. Our 'why' is to innovate and transform our customer business.

Our 'purpose' is to connect people, exchange ideas, provide insights and improve the way everything can be done in the world. We do this by enabling technology for good.

We are committed to offering growth opportunities to all our team members in VMware and we provide a peaceful working environment in a leading software company. The VMware Cloud team is a key growth engine within VMware and as such we are seeking talented people to join us and bring their cloud selling skills.

The VMware Cloud team is responsible for cloud sales to both Enterprise and Commercial customers across Australia and New Zealand. One of our key focus solutions is VMware Cloud on AWS which is a collaboration between AWS and VMWare.

This team is a key growth engine within VMware and as such we are seeking talented people to join us and bring their cloud selling skills. We thrive on building great relationships; truly understanding our customers and building value as we help customers achieve great outcomes.

We are passionate about our customers and our team. We are also passionate about culture, diversity, and flexibility because we know this drives high-performing teams who achieve outstanding results.

The right knowledge and attitude will drive great success in this role. Are you deeply experienced in helping customers move to the cloud? Are you passionate about phenomenal customer outcomes? Are you curious to find innovative ways to drive outcomes? Are you authentic, hard-working, and transparent? Are you tenacious and determined? This is a senior specialist sales role; you will need to be an excellent teammate as you collaborate cross-functionally with VMware's Core Sales and Partner organisations to handle engagements with new and existing customers.

Whilst this role is an individual contributor role you need to be highly capable in leading and orchestrating people to drive first class customer-focussed outcomes in a highly matrixed organisation. You need to be resilient and someone who can thrive in fast moving and dynamic environments.

VMware has a very strong brand, and you will be creating a positive impact to this brand through solving customer problems with our solutions. You will need to have a track record of building a strong pipeline, orchestrating resources across the business to achieve customer outcomes, and you need to have extensive experience in deal closure strategies and driving win/win customer outcomes.

Specifically, we are seeking deep knowledge of the cloud marketplace, Software-as-a-Service, and customer IT environments. Knowledge of VMware's ecosystem and solution portfolio will be important for success in the role, and equally a hunger for ongoing learning is of key importance.

Do you want to join one of the world's top software companies and a widely recognised great place to work? We have the solutions, we are passionate about success, and we nurture extraordinary talent. ****Key Job Responsibilities**** + Customer obsession + Accountable for achieving bookings and revenue consumption targets for the VMware Cloud on AWS + Demonstrate a robust weekly sales cadence and forecast discipline including a well-

maintained sales pipeline and territory plans to reach your goals + Identify and nurture high propensity customers including major logo acquisition + Drive increased monthly recurring revenue (MRR) + Collaborate and build tight-knit relationships with core Field and Partner sales leaders to ensure proper engagement with core teams and customers + Consultative sales experience especially around the adoption of cloud services in the infrastructure space and experience with cloud economics / TCO principals + Qualification for all the leads and sales opportunities for Cloud Services within your territory + Demonstrate high trust and credibility and maintain and expect high standards for self and team+ Work closely with the Sales Leaders to ensure that Partner and Inside Sales teams are providing sufficient support and are on-track to contribute to achieving bookings and pipeline goals**Requirements** + A curious, resilient, and passionate individual.

You will bring a positive energy to the team and your territory + A highly experienced sales professional within the cloud marketplace + Deep knowledge and understanding of cloud consumption models and solutions + Able to work across multi-function/matrix organisation to achieve desired results + An outstanding “team” mindset. We work and win as one team+ You love to tell a story! Articulating our capabilities and value in a customer’s own language+ Experience with new product introductions and emerging technologies / start up mindset+ Ability to build a ‘balanced book of business’ through a robust territory plan while in parallel progressing larger strategic opportunities + Ability to create and foster great customer relationships + Experience in contract negotiations and complex problem solving + A bias toward being detail orientated + This position is eligible for JoinCloudSales referral campaign **What is the leadership like for this role? What is the structure and culture of the team like?**This role reports to the Senior Director of VMC on AWS APJ, which is a part of the APJ cloud leadership team reporting to Sanjay Yadave, Vice President of Cloud Sales APJ.

Sanjay leads VMware’s high growth multi cloud management solutions as well as our MSP and CSP partners. Sanjay is an energetic international sales leader helping customers achieve their business goals by leveraging VMware technology and the AWS platform to enable business transformation.

Where is this role located? Flexible:Sydney is the preferred. This is considered flexible role and will be a mix of working from a local VMware office and remote depending on your

preferences and the arrangements determined with your future manager.

You will be expected to live within a reasonable non-daily commute of the office. ****What are the benefits and perks of working at VMware?*** You and your loved ones will be supported with a competitive and comprehensive benefits package.

Below are some highlights, or you can view the complete benefits package by visiting www.benefits.

vmware.com .

****Category :***Sales ****Subcategory:*** Field Sales ****Experience:*** Specialist sales, sales leadership ****Full Time/ Part Time:*** Full Time****Posted Date:***2022-09-09**Sales:** VMware's Sales team focuses on two primary goals: helping customers solve their biggest business problems and hitting our bookings targets to keep our company growing and strong. We begin by forging deep relationships with our customers, so we can truly understand their business challenges and opportunities.

We help drive their digital transformation by bringing VMware solutions that provide the speed, agility, and efficiency needed to compete and grow in the Internet economy. We also try to make the world a better place by hosting and participating in community activities.

Are you inspired by the chance to solve your customers' biggest challenges? You can make that kind of difference with VMware's portfolio of industry-leading solutions. Join our team, and you can grow your career and share in the success of an industry pioneer that's turning companies into truly digital enterprises.

VMware Company Overview: At VMware, we believe that software has the power to unlock new opportunities for people and our planet. We look beyond the barriers of compromise to engineer new ways to make technologies work together seamlessly.

Our cloud, mobility, and security software form a flexible, consistent digital foundation for securely delivering the apps, services and experiences that are transforming business

innovation around the globe. At the core of what we do are our people who deeply value execution, passion, integrity, customers, and community.

Shape what's possible today at <http://careers.vmware.com>.

Equal Employment Opportunity Statement: VMware is an Equal Opportunity Employer and Prohibits Discrimination and Harassment of Any Kind: VMware is committed to the principle of equal employment opportunity for all employees and to providing employees with a work environment free of discrimination and harassment.

All employment decisions at VMware are based on business needs, job requirements and individual qualifications, without regard to race, color, religion or belief, national, social or ethnic origin, sex (including pregnancy), age, physical, mental or sensory disability, HIV Status, sexual orientation, gender identity and/or expression, marital, civil union or domestic partnership status, past or present military service, family medical history or genetic information, family or parental status, or any other status protected by the laws or regulations in the locations where we operate. VMware will not tolerate discrimination or harassment based on any of these characteristics.

VMware encourages applicants of all ages. VMware will provide reasonable accommodation to employees who have protected disabilities consistent with local law.

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