

## Senior Director, VMware Cloud on AWS, Sales, Asia Pacific & Japan

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Company: VMware

Location: Pitt St.

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. As the Senior Director, VMware Cloud on AWS, Sales, Asia Pacific & Japan, you will have responsibility for selling the VMware Cloud on AWS Portfolio to public sector, enterprise, and commercial customers.

As a member of our Asia Pacific and Japan Cloud leadership team, this senior position is closely aligned to AWS, and engages across a matrixed organisation in VMware and AWS, including critical supporting functions - such as engineering, marketing, enablement, professional services, and our cloud partner ecosystem. You will lead the overlay cloud sales specialist team and will need to coordinate and work closely with VMware's core Field and Partner organisations to achieve success and manage interactions with our existing customers.

Deep knowledge of the cloud services marketplace, hybrid cloud, IT sales cycles, and VMware's partner programs and ecosystem will all be critical for success in the role. You will have proven leadership experience, executive presence, and outstanding cross-group collaboration.

Prior experience in a leadership position working with or for AWS is desirable. The successful candidate will take ownership of \*\*VMware Cloud, on AWS (VMC).

\*\* In official partnership with Amazon Web Services, VMC is an on-demand cloud service that enables businesses to migrate, run and operate vSphere-based workloads to AWS cloud platform; giving customers direct access AWS's broad range of cloud native services. VMC is a VMware owned managed service that's runs in AWS cloud regions, and in customer data centres via VMC on AWS Outposts.

\*\*The Work: What type of work will you be doing? What assignments, requirements, or skills will you be performing on a regular basis? \*\* + Accountable for achieving VMware's revenue consumption targets for VMware Cloud on AWS portfolio; lead and drive exceptional sales and operational execution and develop initiatives to penetrate the market, achieve sales goals, and leverage sales assets. + Responsible for the execution and operationalisation of the WW cloud sales strategy into APJ + Coach and manage a team of sales specialists and channel personnel.

+ Run weekly forecasting processes to provide visibility to VMware's leadership of sales pipeline status and potential to achieve target bookings, as well as upside and downside risks to achieving target bookings. + Identify high propensity customers.

+ Drive increased annual recurring revenue (ARR) + Collaborate and build strong relationships with core Field and Partner sales leaders to ensure proper engagement with core teams and customers. + Consultative sales experience especially around adoption of cloud services in the infrastructure space + Acts as a business partner with corporate functions including Finance, Deal Desk, Legal Sales Operations, Global Support Services, Renewals and Human Resources.

+ Be operationally excellent in the day-to-day running of the business including (but not limited to) forecasting, pipeline development, training, certifications, hiring, performance management, collaboration, teamwork, and best practice sharing. + Serve as an exceptional leader and change agent.

This executive will collaborate across the organisation and help bring disparate teams together into a more cohesive unit.+ Work closely with the Sales Leaders to ensure that Partner and Inside Sales teams are providing sufficient support and on-track to contribute to achieving bookings and pipeline goals.

+ Highly trusted individual who maintains and expects high standards for self and team + Ability to evolve and develop the overall sales strategy and model for cloud services+ Able to work across multi-functions/multi-individuals to achieve desired results + Leverage the SE organisation for desired results at top accounts + Raise the bar with every hire + Develop a consumption- & customer-obsessed mindset throughout the sales team, with the expectation of full-lifecycle sales engagement throughout the customers' cloud journey across public/Hyperscaler, private, hybrid and edge cloud environments, and their management and optimisation. \*\*Job Requirements:\*\* + We are interested in individuals who embody and can demonstrate our EPIC2 values: Execution, Passion, Integrity, Customers and Community+ Minimum 10 -15 years in managing quota carrying cloud or software sales teams with demonstrated achievements + Experienced managing quota and delivering forecasts + Proven ability to coach for both short and long-term results+ Advanced skills in strategic and value selling, including managing six and seven figure transactions + Experience selling in both a direct and an indirect or channel driven model+ History of strong relationship building with customers and channel partners + Proven approach to manage both under-performing and high-performing employees.

+ Experience in complex sales campaigns involving multiple resources - sales executives, specialists, overlays, field and inside sales teams + Self-starter who takes initiative and works with limited direction + Proven ability to work effectively with and across all levels of business and IT contacts within very large and complex organisations+ Highly trusted individual who maintains and expects high standards for self and team - Analyses

available data and makes decisions which are best for VMware + Education/Experience - BA/BS/ BEng degree or higher \*\*What is the leadership like for this role? What is the structure and culture of the team like?\*\*This role is a part of the APJ cloud leadership team reporting to the Sanjay Yadave, Vice President of Cloud sales APJ. Sanjay is the APJ Sales Leader for 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:\*\*Singapore is preferred, but we are open to multiple locations, which are Singapore, Tokyo, Sydney, and Bangalore.

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](http://www.benefits.vmware.com).

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com . \*\*Category:\*\*Sales \*\*Subcategory:\*\* Field Sales \*\*Experience:\*\* Specialist sales, sales leadership \*\*Full Time/ Part Time:\*\* Full Time\*\*Posted Date:\*\*2022-09-09Sales: 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](http://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. **Category :**Sales **Subcategory:** Field Sales **Experience:** Business Leadership**Full Time/ Part Time:** Full Time**Posted Date:**2022-11-28Sales: 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.

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