



Associate Manager Presales (VMware)

- **Vacancy for:** 1
- **Posted on:** July 1, 2017
- **Deadline:** July 19, 2017, midnight

Basic Job Information

Job Category : General Mgmt. / Administration / Operations
Job Level : mid
Job Location : Putalisadak, Kathmandu
Offered Salary : None

Job Specification

Education Level : Under Graduate (Bachelor)
Experience Required : Not Required

Other Specification

- Minimum 5 years' experience in VMware product /technical support /sales/marketing
 - Ability to interact with and influence multiple sales channels
 - Ability to manage and track lead generation and a sales pipeline through CRM system
 - Tenacious and creative sales approach
 - Driven and motivated by results
 - Passionate about performance marketing
 - Strong presenter and negotiator
 - Excellent written skills
 - Organized with good attention to detail
 - A self-starter who can spot new opportunities
 - Able to work as part of wide and varied team
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Job Description

The Associate Manager Presales (VMware) supports sales productivity and deal flow by securing the "technical close" in complex solutions. S/he collaborates with sales, service, engineering, and technical support resources to ensure proposed deals include technical solutions that accurately address customer needs, and are appropriately supported by key customer technical decision-makers. S/he is responsible for achieving a profit and productivity quota made up of the combined expectations of the sales resources, market, and/or channel supported.

Responsibilities:

- Work on customer opportunities brought by the sales team to maximize solution productivity and profit efficiency; proactively follow-up on existing and new clients on their technological requirements
- Proactively scopes the technical solution required to address customer requirements, assesses customers' met and unmet needs, and recommends solutions that optimize value for both the customer and the firm
- Secures input from all necessary solution stakeholders within the customer firm
- Coordinates closely with internal sales, sales support, and service resources to align solution design with customers' business requirements
- Secures from customer technical staff commitments needed to ensure a deal's "technical close"
- Meets assigned targets for profitable sales growth in assigned product lines, market areas, channel, or teams supported
- Provides coaching and professional development to team-member and sales associates in order to enhance their product knowledge, technical acumen, and technical sales skills
- Opportunistically pursues additional business development opportunities within customer firms. Collaborates with sales to ensure these opportunities are effectively covered and advanced

- Monitors customer support for technical solutions proposed throughout the sales process, and alerts the sales and account teams to potential risks of deal closure
- Outside travel to customers' premises as per needed
- Enterprise hardware configuration, installation and support. Will have to understand customer requirements by visiting and analyzing their system
- Should be able to communicate with HP Presales Team and over the phone or email to identify and configure solutions
- Should know how to escalate the issues and create value for the customer
- Enterprise server installation, configuration and maintenance

Accountabilities and Performance Measures:

- Achieves assigned productivity and profitability quotas
- Maintains deal through-put in early deal-sales process steps
- Achieves product growth targets for the assigned geography, channel, sales team, or account base
- Maintains high customer satisfaction ratings that meet company standards
- Completes required training and development objectives within the assigned time frame

TO APPLY:

Interested candidates are requested to submit their updated resume along with cover letter mentioning post for apply to hr@cas.com.np .Please state Why you are fit for the post as well.

OR,

Applying Procedure

Apply Link : <https://merojob.com/associate-manager-presales-vmware/>

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