

AWS Account Executive LATAM

Description

Location We are looking to hire an AWS Account Executive to support the Latin American Region of North America. We are looking for someone that is based in Colombia! * This person must be a fluent Spanish speaker * Who We Are DoiT is a global multi-cloud innovator that helps simplify the most important cloud challenges. Our vision is to deliver the true promise of the cloud by making it more accessible and transformative. Our mission is to help cloud-driven organizations understand and harness the cloud to drive business growth. We do this by providing intelligent and continuous engagement with unrivaled cloud expertise to buy, optimize, and manage the cloud with ease. With almost 2,500 years of collective cloud operations experience and \$1.7B in cloud spend under management. An award-winning strategic partner of Google Cloud and AWS; DoiT works alongside our 3,000+ customers to save them time and money. The Opportunity As an Account Executive, AWS you will apply best-in-class pipeline generation, deal management, solution pitching, negotiation, and closing skills to identify and manage new prospects in medium-sized companies and startups within the LATAM Region. By championing the innovative power of AWS Products you will bring opportunities through the full business cycle, as well as identifying tangible opportunities for existing cloud customers. Using your passion, you help spread the magic of AWS to organizations. Responsibilities Deliver against assigned business and pipeline goals while prioritizing an outstanding customer experience for our prospects Contribute to territory strategy in generating and developing business growth opportunities Work with Customer Reliability Engineers and Customer Engineers as a critical member of the team, and work closely with AWS/Google's Sales Executives and Partner Managers in order to maximize business results and to cultivate other opportunities Drive business development, forecast accurately and achieve strategic goals by leading customers through the entire business cycle Explore and understand complex customer requirements on both a business and technical level Lead demand generation and other associated campaigns from conception, planning, execution, and launch to post-launch analysis, directly and with AWS/Google Qualifications BA/BS degree or equivalent practical experience Fluent in Spanish (reading, writing, speaking) Based in Colombia 3-5 years of business development / quota-carrying sales experience in the technology industry with SaaS, PaaS or IaaS products and platforms Comfortable with 50% travel expectations Prove experience selling cloud products/services – preferably AWS. Network and relationships with SMB/Tech/startup companies – an advantage Consistent record of meeting and exceeding sales quotas High degree of self-discipline and experience of using CRM systems and sales forecasting Technically minded, with an in-depth understanding of the technology and cloud computing market, and a passion for Google Cloud/AWS products An entrepreneur at heart who is independent, creative, passionate and approachable Networker with the ability to create, join and grow social circles and partnerships easily, with the ability to build influential relationships and to deliver results in a cross-functional/matrixed environment Self-organized, Goal-oriented, self-motivated individual who is confident, thorough and tenacious Analytical, Data-driven, detail-oriented and able to zoom in/out from the big picture to the minutiae Ability to effectively operate with flexibility in a fast-paced, constantly evolving team environment Excellent communication and presentation skills, both written and verbal in both Spanish and English A great sense of humor and enjoys having fun at work Bonus Points Cloud practitioner or associate level AWS or GCP certifications Are you a DoiT? Be your truest self. Work on your terms. Make a difference. We are home to a global team of incredible talent who work remotely and have the flexibility to have a schedule that balances your work and home life. We embrace and support

Hiring organization

DoiT International

Job Location

Colombia, Huila, Colombia

Base Salary

\$ 70000 - \$ 110000

Date posted

May 25, 2024

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leveling up your skills professionally and personally. What does being a DoiT'er mean? We're all about being entrepreneurial, pursuing knowledge and having fun! Click here to learn more about our core values. Sounds too good to be true? Check out our Glassdoor Page. We thought so too, but we're here and happy we hit that "Apply" button. Unlimited PTO Flexible Working Options Health Insurance Parental Leave Employee Stock Option Plan Home Office Allowance Professional Development Stipend Peer Recognition Program Many DoiT'ers, One Team DoiT unites as Many DoiT'ers, One Team, where diversity is more than a goal—it's our strength. We actively cultivate an inclusive, equitable workplace, recognizing that each unique perspective enhances our innovation. By celebrating differences, we create an environment where every individual feels valued, contributing to our collective success. #LI-RemotePlease mention the word **IMPECCABLY** and tag RMzUuMjIxLjE0LjEwNw== when applying to show you read the job post completely (#RMzUuMjIxLjE0LjEwNw==). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via [RemoteOK.com](https://www.RemoteOK.com)