



THE PREMIUM CLOUD

## JOB DESCRIPTION

<b>JOB TITLE</b>	CLOUD SALES EXECUTIVE
<b>ORGANISATIONAL FUNCTION</b>	SALES
<b>REPORTING TO</b>	SALES MANAGER
<b>WORKPLACE</b>	MILAN

<b>OVERVIEW</b>
<p>At WIIT, we are focused on making a difference for our customers. We are a leading Hosted Private and Hybrid Cloud service provider for companies with critical environments management and business continuity needs. Everything we do aims at creating value and this can be accomplished only by putting our people at the centre and valuing their work and skills. Reliability, ethics and innovation are our ingredients for success.</p> <p><b>Join us to make a difference!</b></p>

<b>MISSION</b>
Developing the company's organic growth from medium to long term

<b>RESPONSIBILITIES AND ACTIVITIES</b>
<p>He/she will be responsible for both the achievement of challenging commercial goals in the area of competence and taking care of the customer in the acquisition, development and retention phases. The activity is developed through a constant presence in the field, with particular attention to medium and medium-large Italian and international companies. In particular, it will be required to:</p> <ul style="list-style-type: none"><li>• carry out commercial development activities, new accounts, aimed at generating new business opportunities and expanding the WIIT customer portfolio</li><li>• plan and coordinate the most appropriate sales actions and strategies in relation to the characteristics and needs of individual customers and their priorities, in order to achieve the assigned targets</li><li>• understand customers' needs and develop commercial proposals in accordance with the customer satisfaction and the technical-strategic constraints laid down previously.</li><li>• periodically check the trends of the commercial activity, identify and implement the most appropriate corrective actions aimed at achieving the assigned goals. Organise and monitor Demand Generation's activities in collaboration with the Marketing department.</li><li>• lead and coordinate the internal team showing leadership during all phases of the sales cycle</li></ul>

<b>EXPERIENCE</b>
Experience in sales roles in ICT, Cloud or application consulting services.

<b>QUALIFICATION</b>
University degree or equivalent

**WIIT SpA - Sede Legale Amministrativa e Direzione Generale:**

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31033 Castelfranco Veneto (TV)

**Sede operativa di Cuneo:**

Via della Magnina 1  
12020 Cuneo

**Sede operativa di Carpi:**

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41012 Carpi (MO)



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#### SKILLS AND KNOWLEDGE

- Very good knowledge of the Information Technology's world, services and projects. Knowledge of Cloud services is a plus.
- Excellent knowledge and use of productivity and business collaboration tools (Office package)
- Good knowledge of social-selling and customer engagement logics

#### APTITUDES

- Ability to establish and manage long-term relationships based on a medium to long sales cycle
- Ability to interpret customers' needs and propose evolutionary paths supported by a strategic and technological approach
- Strong interpersonal and communication skills, with good negotiation skills
- Strong team building skills
- Strong determination, results orientation, dynamism and energy, organisational and methodical skills complete the profile.
- Willingness to travel within the territory

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