

Business Development Manager

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Company: SoftwareOne

Location: İstanbul

Category: other-general

Why SoftwareOne? SoftwareOne is a leading global software and cloud solutions provider that is redefining how companies build, buy and manage everything in the cloud. By helping clients to migrate and modernize their workloads and applications – and in parallel, to navigate and optimize the resulting software and cloud changes – SoftwareOne unlocks the value of technology. The company's 9,000 employees are driven to deliver a portfolio of 7,500 software brands with sales and delivery capabilities in 90 countries. Headquartered in Switzerland, SoftwareOne is listed on the SIX Swiss Exchange under the ticker symbol SWON. The role As an AWS - Business Development Manager (BDM) at SoftwareOne, you'll be a solution expert, addressing customer problems and business needs. Collaborating with the sales team, you'll identify, develop, and close opportunities for the assigned portfolio elements. The team focuses on delivering technical and licensing expertise to create effective workplace solutions. Roles and Responsibilities Establish relationships with new and existing clients in the sales department. Engage with stakeholders from IT to C-level. Drive the entire sales cycle from initial customer engagement to contract closing for new customers; for existing customers, initiate the sales cycle in collaboration with the Account Manager. Work with Account Managers to ensure the overall account strategy and goals are achieved. Maintain detailed knowledge of the assigned portfolio elements for meaningful conversations with customers. Collaborate with Technical Architects/Practice Leaders to design appropriate solutions for customers. Construct service contracts and associated commercials/cost models based on scope and customer desired outcomes. What we need to see from you To be successful in this role, you should have a highly motivated and

growth-oriented mindset with strong verbal and written communication skills in English.

Additionally: Bachelor's degree in Economics, Business Management, Marketing, or a related field preferred. In-depth understanding of AWS Cloud with both sales and technical knowledge Strong presentation, communication, organization, multitasking, and time management skills. Ability to position multiple offerings from the sales portfolio as a combined solution to customer's business problems. Experience and/or ability to land new business and cross-sell value add-ons. Solid problem-solving and consultative skills required. Ability to independently conduct meetings with various levels of customer personnel. Maintain and acquire sales and technical certifications. Flexible travel required. #LI-remote #LI-IW1

What you should really know about us. The cloud is your world and you are looking for a challenging and exciting sales job in a modern and future-proof IT company? Are you looking for a great team and an environment that really lives its values? Then you have come to the right place! SoftwareONE is a leading global platform, solutions and services company, providing innovative solutions to help organizations budget and optimize their global IT costs from on-premises to cloud environments. We have extensive expertise in advising customers on an optimal cloud strategy and in permanently increasing business success through a cloud infrastructure. Job Function Field SalesAs an AWS - Business Development Manager (BDM) at SoftwareOne, you'll be a solution expert, addressing customer problems and business needs. Collaborating with the sales team, you'll identify, develop, and close opportunities for the assigned portfolio elements. The team focuses on delivering technical and licensing expertise to create effective workplace solutions. Roles and Responsibilities Establish relationships with new and existing clients in the sales department. Engage with stakeholders from IT to C-level. Drive the entire sales cycle from initial customer engagement to contract closing for new customers; for existing customers, initiate the sales cycle in collaboration with the Account Manager. Work with Account Managers to ensure the overall account strategy and goals are achieved. Maintain detailed knowledge of the assigned portfolio elements for meaningful conversations with customers. Collaborate with Technical Architects/Practice Leaders to design appropriate solutions for customers. Construct service contracts and associated commercials/cost models based on scope and customer desired outcomes.To be successful in this role, you should have a highly motivated and growth-oriented mindset with strong verbal and written communication skills in English. Additionally: Bachelor's degree in Economics, Business Management, Marketing, or a related field preferred. In-depth understanding of AWS Cloud with both sales and technical

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