

Turkey Jobs Expertini®

Presales Senior Associate Manager - Cloud

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Company: Vodafone

Location: Istanbul

Category: other-general

Description

Your dream job does exist.

Discover it at Vodafone!

We are looking for a **Presales Associate Manager – Cloud**.

First things first: Our Brand.

Here are the key behaviours that help us bring our Spirit and Purpose to life:

- Earn customer loyalty: Small things do matter.
- Experiment, learn fast: Just take the chance.
- Create the future: That's possible.
- Get it done, together: It's up to each of us to make it happen.

Here, everyone can feel free to be themselves and express their ideas.

We are proud to have the most flexible #hybrid way of working in Turkey.

Together with your team, you can decide which days to come to the office depending on your work requirements.

Another favorite: Meeting-free afternoons! Every Friday, arrival of the noon means we can start to take it easy: spend time working on our personal development or catching up with our team. We call this #CumaKafası (Friday mood :)).

And yes we are Agile! The world is constantly changing. And we cannot afford not to! Our journey began by simplifying our organizational model and transforming into a more agile structure that now we use extensively, especially in our development processes.

Why is this role really critical to us?

This role is responsible for acting as a design authority to sales and operational teams to ensure technical design and customer needs/expectations about cloud projects so that VF Turkey achieves targets within all fixed sales segments.

How will you spend your time at Vodafone?

- Contribute to VF Sales and Marketing strategies for whole sales segments (Corporate Customers) to ensure VF Turkey realizes its ambitions for the short-mid and long term.
- Work with Fixed Product Management and Marketing to help define/refine sales messages and ensure sales packages are developed and messages communicated to sales team.
- Work with Account Managers to lead generate for related Corporate Segments.
- Identify and address customers critical technical issues (escalations) and non-technical issues, and coordinate necessary support activities.
- Very good technical knowledge of Hyperscalers preferably Azure & AWS and Container technologies (Docker, Kubernetes, Openshift)
- Cloud computing certifications of public cloud providers (AZ900, AZ104, AZ305, AWS Cloud Practitioner, AWS Solutions Architect Associate/Professional, etc.) is a plus
- Any of the Container Monitoring (Prometheus+Grafana, Nagios, Graylog, ELK, etc.), LB (Nginx, HaPRoxy), Scm (Gitlab, Bitbucket), Nosql (Elasticsearch, Redis, MongoDB, Cassandra, etc.) technologies knowledge is a plus
- Container technologies certification is a plus
- Very good technical knowledge of Datacenter, Virtualization, Cloud computing, IaaS, PaaS, SaaS, DRaaS, BaaS,
- Security and basic networking knowledge will be appreciated

You are just the person we've been looking for, if you have:

- University Degree with Electronic, Computer, Telecommunication or Mathematics Engineering
- At least 4 years Presales experience, at least 6 years work experience

- Very good technical knowledge of Container technologies and Hyperscalers preferably Azure & AWS, Datacenter, Virtualization, Cloud computing, IaaS, PaaS, SaaS, DRaaS, BaaS
- Cloud computing certifications of public cloud providers (Azure, AWS, etc.) and container certifications is a plus
- Very good command of English
- Excellent interpersonal relationship building skills
- Strong analytical skills
- Ability to understand and capture business and technical requirements
- Driving license (B class)

Get to know us

If you want to know more about us and what we do, then visit our website:

Instagram:

Youtube:

This role has a #Hybrid working model

Wait for it: Our benefits!

We like to keep them flexible:

- Vflexy: Flexible Benefits Program
- Hybrid working kit
- Ergonomic kit allowance
- Digital meal voucher
- Flexible transportation allowance.
- Employee assistance hotline & counselling
- Comprehensive and flexible private health insurance
- Discounted price deals for wide range of products & services

Plus, plenty more to enjoy!

#LI-Hybrid

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