

Turkey Jobs Expertini®

Prisma Cloud Sales Specialist (Middle East & Turkey)

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Company: Palo Alto Networks

Location: İstanbul

Category: other-general

Company Description

Our Mission

At Palo Alto Networks everything starts and ends with our mission:

Being the cybersecurity partner of choice, protecting our digital way of life.

Our vision is a world where each day is safer and more secure than the one before. We are a company built on the foundation of challenging and disrupting the way things are done, and we're looking for innovators who are as committed to shaping the future of cybersecurity as we are.

Our Approach to Work

We lead with flexibility and choice in all of our people programs. We have disrupted the traditional view that all employees have the same needs and wants. We offer personalization and offer our employees the opportunity to choose what works best for them as often as possible - from your well-being support to your growth and development, and beyond!

Job Description

Your Career

You will join the exciting and high growth Prisma Cloud business unit positioning the industry's most comprehensive cloud native security platform, including CSPM (Cloud Security Posture Management), CWP (Cloud Workload Protection) and Cloud Identity etc. Prisma Cloud is the industry's broadest security and compliance coverage for applications, data, and the entire cloud native technology stack throughout the development lifecycle and across hybrid and multi-cloud environments.

In this role, you will be responsible for managing a set of global accounts and driving the sales for our Prisma Cloud solutions. It is expected that you deliver or exceed your sales targets in both new business and renewals for ACV and TCV bookings. The role expects you to define your territory, strategies and then lead local execution and in alignment to company strategies and tactics with its Cloud Provider partnerships including, but not limited to, Amazon Web Services (AWS), Microsoft Azure, and Google Cloud Platform (GCP), Accenture and IBM.

Your Impact

Expand a set of defined global accounts

Achieve ACV sales quotas on a monthly and quarterly basis

Track and report on all opportunities, pipeline, and bookings to provide forecast reports to region management

Engage with the local Cloud Service Provider (AWS, Azure, and Google) sales programs and joint activities

Develop, share and implement standard methodologies and account strategies to increase our sales penetration of Cloud Security into our top accounts

Engage with customers to identify and progress opportunities whilst delivering subject matter expertise on Cloud & Cloud Native Security solutions

Establish and maintain effective relationships with channel partners

Keep up to date knowledge of Cloud Computing, DevOps & Cloud Native technologies as well as the competitive position of the company

Conduct consistent training and communications for the sales and channel teams as well as joint engagement within the wider organisation

Contribute to the larger Palo Alto Network's Cloud & Cloud Native strategy by providing regional specific intelligence and reporting

Gather "Voice of Customer" and competitive intelligence and share with theatre and global Cloud organisation

Qualifications

Your Experience

3+ years' experience exceeding sales quota as a Enterprise Account Manager, preferably with global accounts

Experience of working for a multinational IT vendor

Prior experience of selling cloud or security solutions is an advantage

Sales excellence - ability to demonstrate account planning, strategy, qualification and execution

Excellent communication skills including strong verbal and written skills and proven presentation skills being able to articulate complex topic

Additional Information

The Team

Our sales team members work hand-in-hand with large organizations around the world to keep their digital environments protected. We educate, inspire, and empower our potential clients in their journey to security.

As part of our sales team, you are empowered with unmatched systems and tools, constantly updated research and sales libraries, and a team built on joint success. You won't find someone at Palo Alto Networks that isn't committed to your success – with everyone pitching in to assist when it comes to solutions selling, learning, and development. As a member of our sales team, you are motivated by a solutions-focused sales environment and find fulfillment in working with clients to resolve incredibly complex cyberthreats.

Our Commitment

We're trailblazers that dream big, take risks, and challenge cybersecurity's status quo. It's simple: we can't accomplish our mission without diverse teams innovating, together.

We are committed to providing reasonable accommodations for all qualified individuals with a disability. If you require assistance or accommodation due to a disability or special need, please contact us at .

Palo Alto Networks is an equal opportunity employer. We celebrate diversity in our workplace, and all qualified applicants will receive consideration for employment without regard to age, ancestry, color, family or medical care leave, gender identity or expression, genetic information, marital status, medical condition, national origin, physical or mental

disability, political affiliation, protected veteran status, race, religion, sex (including pregnancy), sexual orientation, or other legally protected characteristics.

All your information will be kept confidential according to EEO guidelines.

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