

# Egypt Jobs Expertini®

## **Solution Sales Specialist - ( Cloud ) - Cairo**

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Company: Alnafitha IT

Location: Cairo

Category: sales-and-related

We support the Kingdoms largest and most complex organizations across all industries in delivering Enterprise Transformation with clear mission to support our customers to grow better not just bigger focusing on efficiency and not just effectiveness. We are currently searching for an enthusiastic and innovative Senior - Solution Sales Specialist - Cloud & Infrastructure to work on our Sales Team supporting and implementing Alnafithas Cloud & Infrastructureservices. TheAzure Solution Sales - is a senior technology leader within our enterprise sales organization and leads, and develops the Azure pipeline of high-performing Azure Infra and Azure Specialists to drive solution opportunity revenue. This role is a key leader in our overall Azure sales strategy, responsible for coordinating holistic cloud efforts across infrastructure, data, applications, and security. Preferred candidates will carry both cloud technical and business acumen to lead digital transformation efforts with customers who own both technical and decision-making Responsibilities Pipeline and Lead sellers to build and maintain a strong, accurate pipeline and drive the Azure business to overachieve revenue, consumption, and scorecard targets. Drives strong partnerships with sales teams and other teams engaging in the customer (Vendors Sales, Microsoft Azure channel, Solution Architect, Customer Success, engineering support, etc.) to identify new business opportunities. Vendor Engagement: Bring together Microsoft solutions with Vendor solutions, fully leverage the synergy effect with Vendor solutions, fully leverage the synergy effect with our Vendor, and co-sell with them to make deals bigger and faster. Send customer quotes and technical proposals and hand-to-hand building the solution design and Azure estimate with the Solution Architect. Reach out to existing and potential

customers to present our product and service offering. Learn details about our product and service offerings. Address any questions or issues customers may have. Communicate with customers to understand their requirements and needs. Offer solutions based on the clients needs and capabilities. Direct prospects and leads to the sales team Keep an updated customer database. Measure identified KPIs Requirements Candidate Experience: To excel in this position, you will need to: Certification Requirements: Bachelor's degree in Computer Science, Information Technology, Business Administration, or related Technical Skills Cloud Platform: Understanding of Microsoft Azure Cloud platform, or other public cloud platforms (AWS, GCP), including IaaS and PaaS technologies and how they translate into business impact. Versed in cloud migration and modernization 6+ years of core sales, channel sales, industry or solution selling, or business development experience AZ-900 Microsoft Azure Fundamentals Certified Fluent English & Arabic Speaking Bachelor's degree in Computer Science, Business Administration equivalent. ITIL Foundation (preferred) Inbound Sales (must) Sales Enablement (must)

5-7 years

Bachelor's degree in Business Administration, Computer Science or equivalent. 2 - 4 years of work experience in similar roles. Experience in RFP, RFI pricing, internal approvals, CRM, Real-Time Bidding (RTB), Government Procurement , (Etimad platform), and Bid Management. Experience in preparing customer-centric proposals with attention to detail and information accuracy. Experience in managing the complete lifecycle of bids and RFPs/tenders. Executing and managing the process operations required at each stage of the tender/bidding process, meeting both in and out requirements. Experience in designing optimized solutions to increase productivity and meet SLAs. Strategic planning and implementations to optimize the team's efficiency. Expertise in making fund flow models for the project during the pre-sales stage. Maintaining streamlined coordination between the project team and clients for smooth execution of projects. Experience in maintaining business relations with clients. Strong organizational and time management skills Strong research skills Proficiency in Microsoft Office Suite with an emphasis on Excel and Word Strong project management skills. Personal Skills: Must have excellent communication (written/verbal), presentation, judgment, analytical, customer service, interpersonal, group, and project/task management skills. Excellent problem solving, planning skills pay attention to detail. High sense of responsibility and ownership, acting like an owner in what you do. Being able to work on their own or in a team. Being able to work to tight deadlines. Ability to maintain composure during

a stressful situation. Fluent in Arabic and English.

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