

Job Description | Regional Sales Manager, Great Lakes

POSITION SUMMARY

We are looking for an ambitious Regional Sales Manager (RSM), who will be responsible for growing North America's North Central region, specifically the Great Lakes states including MI, OH, IN, IL, WI, and MN, and assisting Cloudrise in reaching its financial targets. The RSM will drive business development by establishing and growing key partnerships, as well as selling value to customers and prospects through our managed, professional, and automation services. The RSM will be responsible for generating new business opportunities and growing and managing existing customer accounts. The position has a base salary, plus an uncapped commission and carries a monthly quota as a key measure of success.

The RSM will be successful if they possess the ability to work with decision makers within an organization and are able to convey the Cloudrise portfolio of services to these prospects, driving the opportunity to a closed deal.

DUTIES & ESSENTIAL JOB FUNCTIONS

- Ensure profitable growth through planning, execution and management of a region.
- Build and execute an annual sales plan for the region. The plan should clearly define targeted accounts, partners, and the specific actions necessary to achieve Cloudrise goals and objectives.
- Build an active pipeline and achieve monthly and quarterly sales targets for region.
- Develop, manage and grow all partnerships and accounts within defined region. Consistently drive new business opportunities, achieving and exceeding quotas.
- Maintain an accurate monthly, quarterly, and annual sales forecast and work to thoroughly understand the steps to close for every opportunity.
- Understand the procurement process, timing, and steps to close deals within each of your accounts, from budgeting processes, to signing authority, purchase order requirements, and contacts in accounts payable.
- Control costs wherever possible to maximize margin and assist the finance team with cash collections as necessary.
- Partner and collaborate with the appropriate members of Service Delivery on sales pursuits and the creation of associated documents/deliverables (i.e., proposals, statements of work, workshop agendas, etc.). Perform detailed review of all proposals and sales-related documentation to ensure that all documents are accurate and presented in a professional manner.
- Develop a thorough understanding of Cloudrise services so you are able to creatively identify and develop solutions, then comfortably and dynamically present solutions to the customer.
- Strive to stay up to date on relevant customer, industry, and competitor news. Look for educational opportunities, read professional publications, maintain personal networks, and share news and insights with the entire organization.

QUALIFICATIONS

- Ability to carry an annual quota in excess of \$2M USD.
- Bachelor's degree is required.
- Minimum 7+ years outside sales experience in cybersecurity, with data protection and/or cloud security experience a bonus.
- Previous experience in sales role with demonstrated ability to meet or exceed targets.
- Exceptional written and verbal communication skills, including the ability to present to members at every level of an organization.
- Ability to create and maintain positive relationships with current and prospective customers.
- Demonstrated skill in negotiating and closing critical sales contracts. Persistent, tenacious, and possess the ability to overcome obstacles.
- A creative mindset and ability to think outside of the box.



- Time-management, organization and leadership skills. Self-motivated individual who can prioritize, multi-task, and works well under pressure.
- Salesforce.com CRM experience desirable; strong Microsoft Office skills required.
- Ability to work greater than 40 hours per week as needed and to travel at least 50 percent within assigned region.

This list of duties and responsibilities is not intended to be all-inclusive and may be expanded to include other duties or responsibilities that management may deem necessary from time to time.

To apply, please send your resume and a cover letter to careers@cloudrise.com