



With years of experience running mission-critical systems with the latest digital innovations to deliver better business outcomes and new levels of performance, competitiveness and experiences for customers and their stakeholders, our client is one of the world's leading end-to-end IT services and solutions company and has established a huge global industry-leading partner network, including strategic partners such as AWS, Google Cloud, Microsoft, Oracle, SAP and VMware. The company helps customers across the entire Enterprise Technology Stack with differentiated industry solutions and modernise IT, optimise data architectures and make everything secure, scalable and orchestrated across public, private and hybrid clouds. To strengthen the domestic sales and account executive team in Switzerland we have been retained to find an experienced

### **Sr. Sales Executive Cloud Solutions (m/f)**

In this challenging role you'll be responsible for expanding the company's leading market position in Switzerland by define and execute a sales strategy, systematic sales activities with focus on offering relevant, efficient and commercially viable solutions, commercial development, reviewing prepared offers within the quality gates framework and actively lead contract negotiations up to C-level. Step by step you'll identify high potential leads, pitch Cloud solutions to clients, converting these leads to a sustainable pipeline with existing and new clients across the country with a very comprehensive SaaS portfolio to ensure the target turnover. Furthermore, you build a strong relationship to decision makers and budget owners within the target customers and identify future customer requirements and trends such as digital transformation, Journey to Cloud, multi-vendor management and IoT. In addition you'll coordinate all sales activities and act as technical liaison between customers and internal stakeholders (pre-sales, delivery), educate customers of all sizes on the value proposition and participate in architectural discussions to ensure solutions are designed for successful deployment in the cloud. Further tasks are developing and presenting customer individual proposals, presentations and contracts together with pre-sales and other expert teams. You will be at the heart of latest technology trends.

For this senior function we are looking for a self-driven sales executive and doer with presence, methodical approach and the ability to think big and manage work to critical timelines in a fast-paced environment. In addition to your analytical and conceptual skills you are known as well organised, detail-oriented and pro-active with strong interpersonal communication skills. You think strategically, act independently and combine hunting spirit with service-mentality to both clients and internal stakeholders in pre-sales, delivery and account management. We expect a university degree (e.g. in information technology or business administration), strong service mind-set, broad know-how in implementing business requirements with efficient digital solutions and a proven track record of at least 10 years in sales cases in the million range of complex IT services for the top 500 in Switzerland. You have strong acquisition skills and are able to communicate in English and German; any other language like French would be an advantage.

Please call us for further information or send us your application documents by email on [job@but-executive.com](mailto:job@but-executive.com). We guarantee full confidentiality.

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