ZonesCloud Specialist - Data Center Transformation

Apply Now

Company: Zones

Location: Pakistan

Category: computer-and-mathematical

Description

Position at Zones LLC.

Company Overview:

When it comes to IT solution providers, there are a lot of choices. But when it comes to providers with innovative and differentiating end-to-end service offerings, there's really only one: Zones – First Choice for IT.TM

Zones is a Global Solution Provider of end-to-end IT solutions with an unmatched supply chain. Positioned to be the IT partner you need, Zones, a Minority Business Enterprise (MBE) in business for over 35 years, specializes in Digital Workplace, Cloud & Data Center, Networking, Security, and Managed/Professional/Staffing services. Operating in more than 120 countries, leveraging a robust portfolio, and utilizing the highest certification levels from key partners, including Microsoft, Apple, Cisco, Lenovo, Adobe, and more, Zones has mastered the science of building digital infrastructures that change the way business does business ensuring whatever they need, they can Consider IT Done. Follow Zones, LLC on Twitter @Zones, and LinkedIn and Facebook.

Position Overview:

The Zones Cloud Program is responsible for developing prescriptive, repeatable, and scalable Marketplace Offers incorporating Strategic Partners Products and our Professional and Managed Services capabilities. Each Solution Offer is carefully crafted and aligned to solve customer business needs within a respective Solution Environment. ZonesCloud Marketplace product specialists are subject matter experts focused on how each

Data Center Product offer is developed on our cloud commerce platform and made available through the marketplace for processing Quotes and Orders, provisioning each associated subscription, and management of the subscription licenses for Microsoft Azure, AWS, Google Cloud Platform and related co-sell offers and solutions such as Security, Backup, DR, FINOPS, SECOPS, CLOUDOPS, and related solutions and services.

Throughout the development of each Data Center Transformation Marketplace Offer, ourZonesCloud Marketplace Product Specialistsconduct User Acceptance Testing (UAT) to achieve Marketplace Offer Technical Readiness and are responsible for the ongoing success of the offer through alignment with our Platform team, our Partner and Product Management team, the Office of the CTO, our sales enablement teams, sales and pre-sales teams, delivery teams, and strategic partner sales and pre-sales technical teams to drive awareness and adoption.

Once a Marketplace Offer is launched and live, our Marketplace Product Specialists are responsible for guiding and assisting sales teams as they engage with customers to drive awareness and adoption of our ZonesCloud Marketplace Offers for Microsoft Azure, AWS, and Google Cloud Platform. They understand how each offer is sold and are processed and provisioned through our ZonesCloud Commerce Platform and Distributor and/or ISV Partners provisioning and management systems.

This is a unique opportunity to shape the direction of our ZonesCloud Marketplace to drive awareness, adoption, and sales velocity of our Cloud IaaS Marketplace Offers to our customer base with a strategic focus on solution offers that can be procured, provisioned, and managed through our ZonesCloud Platform.

What you'll do as the ZonesCloud Specialist - Data Center Transformation:

The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Develop Data Center Transformation Marketplace Offer re-usable sales methodologies, processes, best practices, evaluation guides, and reference designs

Engage with Solution Architects to develop pre-sales opportunities; conduct customer presentations and assist with assessments, POCs, SOW's, BOM's, Proposals and RFP's focused on Data Center Transformation solution offers

Support Solution Offer Development and responsible for UAT throughout technical readiness

sprints

Focused on Data Center Transformation Solutions, engage with Solution Architects to perform discovery, needs gathering, and requirement analysis for prospects, partners and customers as the Subject Matter Expert and "Tiger Team" leader in your Data Center Transformation Solution Environment

Contribute to the development of Data Center Transformation focused sales battlecards, data sheets, solution positioning, competitive differentiators, etc.

Develop ZonesCloud Platform demonstrations scripts and educate sales teams how to conduct demos of our ZonesCloud Platform and associated Cloud ISV modules focused on Data Center Transformation Solutions

Ensure technical delivery skills are available to implement our Data Center Transformation solution offers and identify any resource and/or certification gaps

Develop our Solution Architects technical sales knowledge around the Data Center Transformation solution offers available in our ZonesCloud Marketplace.

What you will bring to the team:

Required Experience:

Bachelor's degree or equivalent experience; Technical certifications (. Data Center Transformation technologies such as Microsoft Azure, AWS, CloudHealth, CloudCheckr, IaaS Security SaaS products, Metallic Azure Backup, Veeam Azure Backup, Veritas Backup Exec,

2-3+ years required of a progressively successful career progression in technical sales

Understanding of the industry, market, customers, competitors, suppliers, partners and services associated with the Data Center Transformation Solution Environment specific to IaaS (Azure, AWS, GCP,

Strong written and verbal communication and presentation skills with internal and external stakeholders from a business perspective

Demonstrated success in building partnerships among a variety of independent entities

Ability to adapt and learn new technologies, products, and processes with little notice

Ability to travel up to 30% of the time

Preferred Skills

Previous success in designing, developing, and implementing IT solutions and related technologies across Data Center Transformation disciplines.

Thought leadership on Data Center Transformation industry standards, emerging technologies, and industry trends.

Demonstrated ability to guide teams through multiple Data Center Transformation vendors' product strategies.

Excellent organization skills, inter-personal relationship skills and leadership qualities.

Ability to work independently in a fast-paced, challenging work environment extremely detail-oriented.

Zones offers a comprehensive Benefits package

At Zones, we are committed to fostering an inclusive and diverse workplace. We provide comprehensive benefits to support our employees, including health insurance coverage for parents, spouse, and children, life insurance, pension fund scheme, EOBI, and on the house free quality food, gym, and much more. We embrace equal employment opportunities, free from discrimination based on various characteristics, and offer an exciting career immersed in an inventive, collaborative culture.

If you are enthusiastic about working on the cutting edge of IT innovation, sales, engineering, and operations, Zones is the perfect opportunity for you.

Apply Now

Cross References and Citations:

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