

## ZonesCloud Specialist - Workplace Modernization

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Company: Zones

Location: Pakistan

Category: business-and-financial-operations

### 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.™ 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 Workplace Modernization 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 365, Google Workspace and related co-sell offers and

solutions such as Security, Backup, e-signature, and related solutions and services. Throughout the development of each Workplace Modernization Marketplace Offer, our ZonesCloud Marketplace Product Specialists conduct 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 team, 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 our sales teams as they engage with customers to drive awareness and adoption of our ZonesCloud Marketplace Offers for Microsoft 365, Google Workspace, and related offers. They understand how each offer is sold and processed through our ZonesCloud Platform and Distributor and/or ISV Partner provisioning and management systems. This is a unique opportunity to shape the direction of our Zones Cloud Marketplace to drive awareness, adoption, and sales velocity of our Workplace Modernization 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 – Workplace Modernization:

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 Workplace Modernization Marketplace Offer reusable 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 Workplace Modernization solution offers

Support Solution Offer Development and responsible for UAT throughout technical readiness sprints.

Focused on Workplace Modernization 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 Workplace Modernization Solution Environment

Contribute to the development of Workplace Modernization focused sales battle cards, data sheets, solution positioning, competitive differentiators, etc.

Develop Zones Cloud Platform demonstration scripts and educate sales teams on how to conduct demos of our Zones Cloud Platform and associated Cloud ISV modules focused on Workplace Modernization Solutions

Ensure technical delivery skills are available to implement our Workplace Modernization solution offers and identify any resource and/or certification gaps.

Develop our Solution Architects' technical sales knowledge around the Workplace Modernization solution offers available in our Zones Cloud Marketplace.

What you will bring to the team:

Required Experience:

Bachelor's degree or equivalent experience; Technical certifications (., Workplace Modernization technologies such as Microsoft Office 365, Dropbox, DocuSign, Trend Micro Endpoint protection, Metallic Backup, Veeam 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 Workplace Modernization Solution Environment

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 Workplace Modernization disciplines.

Thought leadership on Workplace Modernization industry standards, emerging technologies, and industry trends.

Demonstrated ability to guide teams through multiple Workplace Modernization vendors' product strategies.

Excellent organizational skills, interpersonal 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 opportunity, 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.

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