

# Senior Sales Executive

[Pay Per Cloud](#) - Sacramento, California Area

## Job Description

Have you ever wanted to be part of the next big thing? Pay Per Cloud is carving out an exciting niche in the cloud hosting business and we are looking for the right Sales Executive to join the team.

The Senior Sales Executive (SSE) will be responsible for direct Pay Per Cloud, Pay Per Cloud Professional Services and VaultScape sales activity. This position will be charged with closing new business and expanding PPC's presence in the marketplace.

The SSE must be able to generate new leads and take them through the sales cycle interfacing with both customers and internal SE's for architecting proposal generation. The SSE must prioritize resources to quickly evaluate and respond to potential sales opportunities that will maximize the revenue growth of the company.

The SSE will be tasked with and measured on total direct sales results in the core services offerings. He/she will be equipped and empowered to coordinate all PPC resources to nurture their assigned leads through the sales process from initial meeting through deal completion.

This position reports to the EVP of Business Development/Chief Marketing Officer. Additional responsibilities also include: Developing comprehensive knowledge of Pay Per Cloud and Pay Per Cloud related businesses product suites, services and marketing initiatives. Building professional relationships with the assigned prospects in support of PPC's sales growth initiatives, engaging and nurturing potential clients. Evaluating sales opportunities for PPC's products and services and pursuing those opportunities with optimal fit and potential.

Obtaining an in-depth understanding of each prospect's market and competitive positions, analyzing needs and developing Customer Specific Value Propositions Delivering sales presentations and product demonstrations, via phone and in person Managing long and short term sales cycles Coordinating internal resources to gather information and participation as necessary throughout the sales process.

Building and maintaining strong relationships at all levels within the organization, acting as the "business face of Pay Per Cloud" for each prospect. Maintaining accurate records of accounts, contacts, ongoing communications and contracts.

## Desired Skills & Experience

The preferred candidate must have demonstrated in previous roles: strong leadership skills, an ability to operate in positions requiring significant self-direction and motivation, and a proven track record in consultative selling solutions.

Demonstrate a detailed understanding of business finance and a high level of awareness of customers business / industry sector. Full understanding of how a technology or managed service investment adds value to a business, how to produce a business case that delivers a compelling financial argument to purchase a solution/service offering, and understanding the principals and application of an ROI model

- Minimum 5 years Technology Sales Experience
- Ability to generate and foster leads
- Ability to sell into the C-suite
- Excellent communication and presentation skills

## **Company Description**

PayPerCloud is a full service cloud hosting and managed services company headquartered in Natomas, California. We specialize in creating High Availability Cloud Hosting Infrastructure and extending Cloud Enabled Software Applications to companies that need enterprise level infrastructure and stability without enterprise level costs. We combine hosting, managed services and disaster recovery as a service offering to mid-market companies with a focus on compliance hosting.

With the incredible advances in cloud technologies and virtualization going on today, there has never been a better time to be a part of this industry with a dynamic, fast growing company like Pay Per Cloud.