SALES EXECUTIVE- CLOUD INFRASTRUCTURE SERVICES

Posting ID: EM19510463
Company: Capgemini
Position Type: Full-Time
College Major(s): Electrical/Computer Engineering (EE/CpE), Computer Science (CS)

Company Website: https://www.capgemini.com/
Work Location: Phoenix, AZ
College Level(s): Graduate Student, PhD. Student, Alumni

OVERVIEW

With more than 200,000 people in over 40 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2017 global revenues of EUR 11.9 billion. Together with its clients, Capgemini creates and delivers business and technology solutions that fit their needs, enabling them to achieve innovation and competitiveness.

Roles and Responsibilities
The candidate will be expected to work collaboratively with Capgemini’s existing Clients to support local staffing requirements. The candidate will be expected to foster relationships with local client contacts to better understand their IT staffing needs so that positions are filled with best-fit talents. In addition to being present at customer locations; the candidate needs to work with recruitment teams to support supply creation; and is expected to be involved in the candidate vetting process.

The candidate must be comfortable in working independently, within the context of a larger account management structure. The candidate must be able to balance direction provided from multiple stakeholders. Experience working within the local market is ideal, but not mandatory.

Education and Qualifications
• Bachelor's degree required
• Minimum 3 years' experience selling complex IT solutions
• Exceptional verbal and written communication skills
• Ability to think strategically, master technical concepts and work effectively in a dynamic and entrepreneurial environment
• Previous experience working for staffing / professional services firm is an asset
• Previous experience in account management across multiple verticals
• Familiarity with any 2 of the following technology areas: Cloud (AWS, Azure, etc); ServiceNow, SDDC/SD-WAN, Microsoft Backbone, Contact Center Technologies
Preferred Skills

How to Apply
cation/F2A13F126FA1488A9F078A18D7024DE0/job/?utm_medium=XMLFeed&utm_source=
Symplicity-DE&vs=5082&utm_campaign=Symplicity