

Sales Associate

DataON (www.dataonstorage.com) is a hybrid-cloud computing company focused on delivering Microsoft Azure Stack HCI, on-premise storage system, intelligent edge appliances, and cloud-based Microsoft Azure Services. Our company is helping enterprises and customers who have made the “Microsoft choice” to modernize their IT with Microsoft applications, virtualizations, and data protection through a complete and turnkey experience. With over 1500+ HCI clusters and 150PB of storage deployed, DataON enterprise-level solutions are designed to provide the highest level of performance, manageability, and security offered. DataON is a Microsoft Gold Partner, Microsoft Cloud Service Provider (CSP), and an Intel Platinum Partner.

DataON is hiring an Sales Associate to manage and drive incremental business through daily account management, customer sales call-out, lead follow-ups and channel partnership. This is a full-time permanent position based in Anaheim, CA.

Responsibilities

- Technology focused sales to drive business value at both End-Users and Partners level with the ability to consult and develop Server and Storage based solutions
- Engage directly with end-user enterprise customer to drive the DataON value-proposition, including our product and business strategies while building sales pipelines to close deals
- Strong experience in selling server, data storage and hybrid-cloud platform with hyper-converged infrastructure with strong prospective skill, track record of replacing legacy vendors and ability to grow the current install base
- Demonstrated experience in planning, organizing and leading sales generation programs to drive new business
- Proven experience in managing key regions, verticals including demand generation, partner development, forecasting, quota attainment, sales presentations, business strategy and deal management to closure
- Communicate our successes, wins and achievements to our internal and external stakeholders
- Drive cross-company sales engagement, removing barriers, architecting Market solutions, to help close the sale

Qualifications

- BA, BS (or equivalent)
- Excellent written and verbal communication skills and the ability to excel in a team environment

- Extremely strong attention to detail and organization, with the ability to manage, document, and prioritize dynamic projects with a variety of stakeholders
- Knowledge of software-defined data center infrastructure preferred; knowledge of software-defined networking helpful
- Fluency in common software productivity tools like Microsoft PowerPoint, Word, Excel, etc.
- Fast learner with intellectual curiosity and able to grasp and communicate technical concepts

An ideal candidate will have the following additional qualifications:

- Self-starter with 2+ years experiences in technology Sales
- Account and partner relationship management
- Excellent interpersonal, communication & presentation skills
- Ability to conduct market, competitor and customer research to gather insights and assess market opportunities
- Ability to create compelling and effective value propositions and messaging strategies
- Ability to collaborate closely with field teams and develop strategies for creating sales pipeline for new and existing offerings
- Demonstrated initiative and positive can-do attitude

Application Process

Please visit www.dataonstorage.com. If, after review, you are interested, please e-mail your resume to recruiting@dataonstorage.com. Only qualified candidates will be contacted. No phone calls, please.