

# Colombia Jobs Expertini®

## Demand Generation Rep, Startup Latam

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Company: Amazon Web Services Colombia S.A.S.

Location: Bogotá

Category: other-general

In the AWS Startups team, we aim to be the most startup-centric technology choice on earth. Our mission is to enable and support startups to accelerate their businesses growth and increase their potential for success, by maximizing the value of what AWS can offer.

You will have the exciting opportunity to help prospects and customers make the transformational move to AWS. To support your selling efforts, we will programmatic targeted campaigns to help you identify new customer sales opportunities. Once engaged with a customer or prospect, you will successfully understand customer business issues by using excellent listening and communication skills, demonstrate how these issues can be solved and the unique benefits of solving them with AWS services. Your primary responsibilities will include using intelligent prospecting persistence to identify, create and qualify opportunities, then work with sales to ensure the opportunity is understood and next steps are clearly defined. Once qualified, you will use an opportunity management processes to ensure that opportunities are handed off to appropriate sales resources in a timely, customer friendly manner. Your success will be measured by achievement of individual and team activity and opportunity creation goals. There is also the opportunity to take opportunities through to closure to build your sales skills so that you can progress into other senior sales roles.

The perfect individual will have a desire and passion to talk with startups to understand their journey and uncover the opportunity for AWS to help. You will develop your knowledge of key AWS services and cloud competencies, and build your sales skills thought inbound

and outbound techniques.

#### Key job responsibilities

- \* Drive revenue growth within your market through identification and qualification of prospects/customers
- \* Work with your team (inside sales/account manager) to execute opportunity handoff and ensure a seamless customer experience
- \* Understand and articulate AWS value proposition and AWS services
- \* Meet your daily/weekly targets for customer engagement
- \* Deliver an outstanding customer experience

We are open to hiring candidates to work out of one of the following locations:

Bogota, COL

#### **BASIC QUALIFICATIONS**

- \* 3+ years of related sales experience
- \* Demonstrated ability to manage customer relationships
- \* Ability to engage and influence internal and external stakeholders
- \* Exceptional communication skills, verbal and written
- \* Skilled in prospecting techniques

#### **PREFERRED QUALIFICATIONS**

- Sales or equivalent certification
- Experience using Salesforce
- Experience with Microsoft Office products and applications

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#### **Cross References and Citations:**

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