

Colombia Jobs Expertini®

LATAM Demand Generation Representative, Demand Generation Rep

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

Location: Bogotá

Category: other-general

Bogotá, Colombia – Would you like to be part of a team focused on building adoption of Amazon Web Services with prospective customers? Do you have the business savvy and the technical background necessary to help establish Amazon Web Services partners develop new sales opportunities? This team supports sales and focuses on customers and prospects of all types of in Latin America.

As a Demand Generation Representative (DGR), you will have the exciting opportunity to help drive the growth, shape the future of a group of cloud technologies, and help prospects and customers make the transformational move into AWS.

To support your outbound selling efforts, we will use multi-modal, 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.

Key job responsibilities

The candidate will work in a high-volume environment, achieve activity-based metrics and establish credibility with decision makers. The candidate will use 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.

- Ensure customer satisfaction.
- Attain daily activity metrics – outbound calls, decision maker contacts, leads qualification
- Capture, track, and advance qualified leads in Salesforce.com.
- Demonstrate excellent customer service skills through all levels of communication
- Ability to penetrate target accounts to provide access for our sales teams
- Capability of understanding of customer pain points, requirements and correlating potential business to value that can be provided by AWS services
- Create & articulate compelling value propositions around AWS services.
- Accelerate customer adoption.
- Follow up on lead opportunities and searches for additional revenue opportunities
- Contribute to the knowledge base, Wiki and other AWS resources to help build the best customer experience
- Strong technical and sales skills
- Strong verbal and written communication skills
- Manage time efficiently, meet personal goals, and work effectively with other members of the sales and marketing team.

About the team

Here at AWS, we embrace our differences. We are committed to furthering our culture of inclusion. We have twelve employee-led affinity groups, reaching 40,000 employees in over 190 chapters globally. We have innovative benefit offerings, and host annual and ongoing learning experiences, including our Conversations on Race and Ethnicity (CORE) and AmazeCon (gender diversity) conferences. Amazon's culture of inclusion is reinforced within our 14 Leadership Principles, which remind team members to seek diverse perspectives, learn and be curious, and earn trust.

Work/Life Balance

Our team puts a high value on work-life balance. It isn't about how many hours you spend at home or at work; it's about the flow you establish that brings energy to both parts of your life. We believe striking the right balance between your personal and professional life is critical to life-long happiness and fulfillment. We offer flexibility in working hours and encourage you to find your own balance between your work and personal lives.

Mentorship & Career Growth

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

Bogota, COL

BASIC QUALIFICATIONS

- Experience in IT sales
- Experience navigating prospective accounts from and into a senior executive level to identify new customer opportunities
- Bachelor's degree or equivalent

PREFERRED QUALIFICATIONS

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

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