

Colombia Jobs Expertini®

Public Financial Services - Sales Specialist, WWPS LATAM (This position can be based in Colombia, Brazil or Mexico), LATAM Public Sector Industries

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Company: Amazon Web Services Colombia S.A.S. - E40

Location: Bogotá

Category: other-general

Do you have a passion for Technology? Do you have experience in how Financial Services organizations can use cloud technology to enhance their services and benefit their customers, or have expertise working with Financial Services institutions to optimize the citizen's digital journey? Do you want to help shape the technology that is used by governments in Latin America and the Caribbean, and work closely with them to drive innovation across the industry? Do you thrive in a cross-functional environment, working closely with some of the best and brightest in the world?

Join the Amazon Web Services (AWS) WW Public Sector LATAM team to develop and execute on the strategy to grow our presence in this industry and work with the world's largest and most innovative companies. Our team focuses on increasing technology adoption of cloud computing for government organizations by engaging directly with technical leaders, C-level executives and influencers at all levels across the industry. Bring your business background, technical depth, and communication skills needed to help further establish Amazon as the cloud leader in the public sector.

As the vertical Industry Leader, LATAM Public Sector FSI, you will be part of the sales leadership team that shapes and delivers on an assigned geographic strategy to help LATAM governments transform their businesses for the benefit of the citizens of each country. Your responsibilities will include engaging with C-suite customers across Public Sector organizations

to deepen our relationships, helping Account and Sales Managers advance their business, working with strategic industry partners, attending and speaking at industry events to drive thought leadership, leading the process to guide our government solutions in this geography, and creating significant business opportunities for AWS. You will work closely with the AWS LATAM sales leadership to drive their key interactions with public sector clients. You will work with solution architects to develop and promote cloud patterns and scalable solutions for the industry, including areas like financial inclusion, mainframe modernization, enhanced user experience, among others. You will provide insight and feedback to core AWS product and services teams to help evolve future AWS offerings for more rapid adoption by customers. You will also work closely with the Industry Solution Team to develop scalable solutions to deploy across LATAM. This position will initially start as an individual contributor role.

The ideal candidate will have both business/consulting experience and experience working with public sector customers, with demonstrated sales experience interacting at the government elite and CxO/VP level, with a deep understand of technology. The candidate should have a solid experience working with partners and distributors across LATAM. The candidate should have a demonstrated ability to think strategically and analytically about business, product, and technical challenges, with the ability to build and convey compelling value propositions, and work cross-organizationally to build consensus. The candidate will have a proven track record of leading and driving multiple complex industry initiatives to meet business and sales objectives, a customer-obsessed and collaborative approach, strong data and metrics bias, a good understanding of international industry, and a passion for helping them transform using cloud technologies.

Expect 40% international travel to Latin America and the Caribbean.

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

Bogota, COL

BASIC QUALIFICATIONS

- 7+ years of direct sales or business development in software, cloud or SaaS markets selling to C-level executives experience

- 10+ years of business development, partner development, sales or alliances management experience

PREFERRED QUALIFICATIONS

- 5+ years of building profitable partner ecosystems experience
- Experience developing detailed go to market plans

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