

## Sales Associate

DataON ([www.dataonstorage.com](http://www.dataonstorage.com)) is a hybrid cloud computing company focused on delivering Microsoft Azure Hybrid Cloud solutions, on-premises storage systems, intelligent edge appliances, and cloud-based Microsoft Azure Services. Our company helps customers of all sizes who have made the Microsoft choice to modernize their IT with Microsoft applications, virtualization, and data protection solutions. DataON is a Microsoft Gold Partner, Microsoft Cloud Service Provider, and an Intel Platinum Partner.

This is a full-time permanent position based in Anaheim, CA.

### Description

- Technology focused sales: drive business at both end user and partner level with the ability to consult and develop server and storage-based solutions.
- Engage directly with end user enterprise customers to drive the DataON value proposition and product & business strategies while building sales pipelines to close deals.
- Strong experience in selling server, data storage and hybrid cloud solutions with hyper-converged infrastructure. Strong prospecting skills, 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 and verticals, including demand generation, partner development, forecasting, quota attainment, sales presentations, business strategy and deal management to closure.
- Communicate successes, wins and achievements to our internal and external stakeholders.
- Drive cross-company sales engagement, removing barriers, architecting market solutions, to help close sales.

## Qualifications

- Bachelors of Arts or Bachelors of Science (or equivalent) degree.
- 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.

## Ideal Candidates

- Self-starter with 2+ years' experience in technology sales.
- Account and partner relationship management.
- Excellent interpersonal, communication & presentation skills.
- Able to conduct market, competitor, and customer research to gather insights and assess market opportunities.
- Able to create compelling and effective value propositions and messaging strategies.
- Able 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](http://www.dataonstorage.com). If, after review, you are interested, please e-mail your resume to [recruiting@dataonstorage.com](mailto:recruiting@dataonstorage.com). Only qualified candidates will be contacted. No phone calls, please.