

Anaplan Sales (Base + Commision)

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Company: CloudHire

Location: Charlotte, North Carolina

Category: sales-and-related

We are looking for individuals with a leadership mindset in sales, who come with strong consultative sales experience and have worked in Anaplan Sales.

Key Responsibility:

You should have good experience selling Anaplan.

Owns the business plan: financial target/proposal submission/revenue on hand/pipeline.

Overall business planning and forecasting.

Good understanding functional understanding of Anaplan domains.

Driving full sales cycle: expanding business with the existing client portfolio (selling new / renewing existing contracts), proactively identifying sales opportunities based on client strategic priorities, and networking

Works continuously with Sales Leadership, Industry Head, Delivery COE team, and other Growth leaders to ensure that leads and opportunities are picked up, pertinent information about clients is shared, and the relevant people are consulted and/or informed of key activity on an account.

Confidence & credibility to talk to a wide range of decision influencers.

Demonstrable knowledge of any industry, understanding how trade and business needs are changing and how CloudHire solutions can help solve client business issues

Responsible for developing case studies & client testimonials. Present at client events, external industry events

Able to drive the team towards sales targets, have visibility of all opportunities and risks, and ensure the team has a tight pipeline and proposal tracking systems.

Comfortable negotiating with senior clients and knows what levers to use. Links the value of CloudHire Solution offering and solutions with the price to overcome objections.

Takes overall accountability for business planning and implementation.

Requirements

Desired skills:

Excellent problem-solving skills, solution-oriented, and good analytical skills.

Very good client-facing and communication/presentation skills.

Excellent at consultative selling and building case studies.

Ability to speak at external forums.

Strong Collaboration and Networking skills.

Tools:

Azure

PowerBI

QLik

Snowflake

Anaplan

Benefits

About CloudHire: Our Client:

As a data analytics and enterprise planning powerhouse, CloudHire Solutions helps its customers bring out the most sophisticated insights from their data in a value-oriented manner. From analytics foundation to analytics innovation initiatives, we offer a comprehensive range of services that help businesses succeed with data.

We have a geographic presence in the United States (Dallas, Manhattan, New York, Delaware), UK(London) & India (Delhi-NCR, Mumbai, Bangalore & Kolkata) and have 600+ people and a strong world-class team. We are growing at a rapid pace and plan to double our growth each year. This provides immense growth and learning opportunities to those who are choosing to work with CloudHire. We are serving customers across 20+ countries. Our expertise and deep passion for our work have also brought us many accolades. A brief list is below:

Recognized as the Top 50 Companies for Data Scientists in 2023 by AIM.

Financial Times awarded CloudHire as High-Growth Companies across Asia-Pacific for the 5th time in a row in 2023.

Featured on the Economic Times India's Growth Champions in FY2023.

CloudHire Solutions has been chosen for the 2022 Red Herring Global Award.

Top Data Science Providers in India 2022: Penetration and Maturity (PeMa) Quadrant.

FT ranking of 500 of the Asia-Pacific region's high-growth companies.

India's most promising data science companies in 2022.

Featured on Forrester's Now Tech: Customer Analytics Service Providers Report Q2, 2021.

Recognized as Anaplan's India RSI Partner of the Year FY21.

Elite Qlik Partner and a member of the 'Qlik Partner Advisory Council' & Microsoft Gold Partners for Data & Cloud Platforms Culture at CloudHire.

We have one of the most progressive people's practices which are all aimed at enabling fast paced growth for those who deserve it.

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