

## Sales Specialist - Digital Infrastructure

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Company: NTT

Location: United States

Category: other-general

### Key Roles and Responsibilities:

Domain and industry subject matter expert

Maintain subject matter expertise in the Network technology domain

Support the closure of sales based on technology domain knowledge

Address the technology conceptual challenges during the sales process

Maintain required level of relevant product and service knowledge to have meaningful conversations with potential and existing clients

Maintain awareness of the competitive landscape, market pricing, and strategy and how to penetrate a new market

Contribute to the knowledge base of NTT Ltd.'s solutions and services within a practice area or service area by sharing best practices with internal teams, as well as client teams

Work with relevant technology vendors and ensure a deep understanding of their solutions and how they can contribute to our own solutions set

Interact and engage with client to uncover and understand client business goals

Articulate the solution/deliverables that the client requires, as opposed to the products that they need to buy

Articulate our value propositions throughout all steps in the sales process

Conduct functional gap analysis and address business issues raised by clients

Prepare and conduct client workshops and presentations

Establish relationships with multiple client stakeholders and secure deals with clients to achieve assigned sales quotas and targets

Use understanding of the client's business and depth of knowledge on the technology-specific solution to personalize the recommended solution in line with the client's need

Identify opportunities and close sales deals

Spot new sales opportunities within an account and work with the sales teams to drive them to closure

Pursue and land qualified leads identified by the client managers and other lead generation sources

Work alongside Client Managers to support the sales process, position technology solutions, and close the deal

Support the wider territory sales plan and execute the sales strategy, and based on that define your own plan for your solution to achieve your sales targets

Develop and maintain clear account plans for appropriate clients and targets

Discover, forecast, and run opportunities in the medium and long-term

Defining deals and scope and document solutions to meet customer requirements

Identify, assess and highlight client risks that could prove detrimental to the client's organisation and credibility

Supporting the sales process and collaboratively work with sales teams, especially Client Managers, to successfully close the deal

Partner with internal teams to ensure the scope of work and proposals are tracked and managed

Work closely with other in-territory counterparts and matrix teams to achieve the shared goal of growth

Use sales methodologies and tools such as target plans, opportunity plans, and account plans to drive the sales process

Develop and implement an opportunity plan, to provide regular check-ins with the primary point of contact and have an established process for getting buy-in from all stakeholders

### **Knowledge, Skills and Attributes:**

Demonstrate success in achieving and exceeding sales and financial goals

Proficiency in developing and encouraging meaningful customer relationships up to C-level

Delivery of engaging sales presentations.

Proficiency in team selling approach

Good knowledge of competitors and ability to apply competing successful sales strategies

Ability to define sales strategy

Client-centric approach, able to understand customer problems and find best-fit solutions

Flexible to adapt quickly to short, new missions or urgent deadlines

Negotiation skills to craft solutions that are beneficial to customers, partners, and NTT overall

Good business acumen

Client engagement and management skills

Sales solution skills

Phenomenal teammate, you know how to drive sales teams and collaborate with them

Close attention to maintaining up to date, accurate sales forecast and close plans.

### **Academic Qualifications and Certifications:**

A Degree in a Technical or Sales field is preferred but not essential

Certified in industry relevant structured sales methodologies and negotiation skills.

Vendor accreditations desirable.

**Required Experience:**

Seasoned sales experience in a technology or services environment

Seasoned understanding of IT Managed Services environment

Seasoned experience of solution-based selling with a proven track record of sales over-achievement

Seasoned experience in selling complex solutions and services to C-Level clients

Experience in resolving a wide range of issues in creative ways to meet targets and objectives

Seasoned experience in networking with senior internal and external people in the specialist area of expertise

Expert level capability and the ability to work independently with little instruction on day-to-day workload

**Skills Summary**

Cloud Networking, DevOps, Emerging Technologies, Network Security, Network Troubleshooting, Routing, Routing and Switching, Software Defined Networking (SDN)

**What will make you a good fit for the role?**

**Workplace type:**

Hybrid Working

**Equal Opportunity Employer**

NTT is proud to be an Equal Opportunity Employer with a global culture that embraces diversity. We are committed to providing an environment free of unfair discrimination and harassment. We do not discriminate based on age, race, color, sex, religion, national origin, disability, pregnancy, marital status, sexual orientation, gender reassignment, veteran status, or other protected category

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