

## Consultar Oferta

### Ofertas Empleo

Gestión ofertas de Empleo  
Gestión de ofertas Intermedias  
Busquedas CV  
Consultar Inscripciones  
Nueva oferta  
Nueva Empresa

### Listados (En pruebas)

Consulta Indicadores  
Indicadores Prácticas

### Empresa

### Desconectar

**Referencia** DL-60955**Puesto** Google Cloud Sales Resident 2024**Puesto Sie (Cod)** INGENIERO TECNICO DE PROYECTOS**Actividad empresa** <https://www.employ-ability.org.uk/>**Zona de la oferta** Irlanda IRLANDA**Funciones**

This is an ideal role for those with technical skills who also enjoy the client facing and sales element of their role. If this sounds like you, the Google Cloud Sales team might be exactly what you've been looking for! The Cloud Sales Academy role will be based in Dublin, Ireland and will be looking for the following language speakers: English, German, Spanish, Hebrew, Lithuanian, Estonian speakers. Ability to start in June, July or September 2024 is also required.

**JOB RESPONSIBILITIES**

- Work towards strategic business goals while prioritizing and delivering outstanding customer experience to grow our Google Cloud customers' long term business.
- Strengthen communication with customers, building your personal brand and learning how to manage relationships with c-levels
- Generate demand with prospective and existing customers via video conferencing, phone calls, email and events to identify, qualify, and cultivate opportunities.
- Follow up on sales/marketing campaigns and self-generated campaigns using value based approaches.
- Partner with tenured Google sellers to drive customer attendance at marketing events, training and other key activities to build awareness and education on Google's solutions.

**How to apply**

Candidates apply through EmployAbility but each applicant is assessed against Google's core competencies and selected through the Google recruitment process. Successful candidates are hired directly into the appropriate Google Programme and participate in every aspect of it.

If you have any extenuating circumstances or require further information about the programme, please contact EmployAbility on +44 (0)7776 090 508 or +44 (0)7852 764684, alternatively email us [info@employ-ability.org.uk](mailto:info@employ-ability.org.uk)

**[apply now](#)****Requisitos****Minimum Qualifications:**

- Bachelor's degree or equivalent practical experience.
- Experience in customer service, sales or in B2B sales, sales development or customer relationship management.
- Business level written and verbal communication.
- Ability to speak and write in English, and one of the languages listed fluently.
- Candidates must be 2023/2024 grads who can start in June / July or September 2024

**Additional pointers:**

- Experience strategically assessing and achieving customer success via sales techniques including effective questioning, objection management, and competitive selling.
- Ability to quickly learn, understand and work with new and emerging technologies, methodologies, and solutions in the Cloud/IT technology space.
- Experience in sales in the technology industry

**Contrato** Contrato laboral indefinido**Puesto estable** No**Jornada** Completa**Horario** Partido**Experiencia** Indiferente**Meses** 0**Retribución** Fijo**Numero plazas** 3**Of. válida hasta** 18/05/2024

**Debes estar registrado para poder inscribirte en la oferta:** [Registro nuevo alumno o titulado UPV](#)  
IMPORTANTE! Después de registrarte debes cerrar sesión [aquí](#) y conectarte nuevamente para poder inscribirte.  
Incidencias / consultas: [usi@sie.upv.es](mailto:usi@sie.upv.es)

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