



Job Position: Enterprise Cloud Sales Representative
Job Location: Fairfax, VA

Job description: Enterprise Cloud Sales Representatives will be responsible for sales of enterprise cloud products to domestic and international clients. Will determine client's business requirements and whether the products being considered are suitable. Will attend initial sales meetings and gathering requirements. Will decide whether the software or hardware needs adapting to meet the client's needs. Will answer technical questions client might have. Will presenting your findings to the technical team to act on, and then to the client; will be responsible for support areas, including implementation, training, and aftercare support.

Requirements: Minimum of a bachelor's degree or foreign equivalent in computer science, IT, computer engineering, or closely related field (will accept a three- or four-year degree as foreign equivalent) and one (1) year professional experience selling Enterprise Cloud platform, mainly Nutanix. **Specific experience:** Minimum one (1) year experience with Hyper-converged infrastructure software basics and sales positioning; Minimum one (1) year experience articulating the benefits of Hyper-converged software in comparison to 3-Tier complex infrastructure in professional setting; Minimum one (1) year experience selling Hyper-converged infrastructure for VDI (Virtual Desktop Infrastructure) Nutanix HCI for Citrix virtual Apps and Desktops; Minimum one (1) year experience selling software defined files storage for HCI environments mainly Nutanix (Also known as Nutanix Files); Minimum one (1) year experience selling advanced management for Nutanix (also known as Prism Pro) and Nutanix cluster deployment services; Minimum one (1) year experience selling to global clients.

Job Offer in Fairfax, VA for Code Plus, Inc. Send cover letter, CV, salary requirements and references to Attn: HR, 2750 Prosperity Ave, Suite 230, Fairfax, VA 22031.