https://jobroll.govhelp.in/job/google-recruitment-2023-work-from-home-sales-engineers-post/

Google Recruitment 2023 – Work From Home – Sales Engineers Post

Hiring organization
Google

Job Location
India
Remote work from: IND

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Date posted
August 10, 2023

Valid through
30.01.2024

Base Salary
USD 36,000 - USD 56,000

APPLY NOW

Qualifications
Graduate

Employment Type
work from home

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Description

Google Recruitment 2023

Google is looking for a highly motivated and experienced Sales Engineer to join our team. As a Sales Engineer, you will be responsible for supporting our sales team in solution selling to prospects, executing strategic deals, modeling financial business cases, and matching customer requirements to proposed solutions. You will also be responsible for developing and delivering technical presentations and demos to customers, and for providing technical support to our customers after the sale.

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Google Careers

Responsibilities:

- Support the sales team in solution selling to prospects, including understanding customer needs, developing technical proposals, and presenting solutions to customers.
- Execute strategic deals, including negotiating contracts, managing the sales process, and closing deals.
- Model financial business cases for customers, and help them understand the return on investment of Google Cloud Platform solutions.
- Match customer requirements to proposed solutions, and ensure that customers are getting the most out of Google Cloud Platform.
- Develop and deliver technical presentations and demos to customers, and provide technical support to our customers after the sale.
- Stay up-to-date on the latest Google Cloud Platform products and services,

and be able to explain their benefits to customers.
- Build and maintain relationships with key customers, and be a trusted advisor to them.

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Google Jobs Near Me

Skills:

- 3+ years of experience in sales engineering or a related field.
- Strong technical skills, with a deep understanding of Google Cloud Platform products and services.
- Excellent communication skills, both written and verbal.
- Ability to work independently and as part of a team.
- Ability to travel frequently.

Qualifications:

- Bachelor's degree in computer science, engineering, or a related field.
- Certified Sales Engineer (CSE) certification from Google.

Important Links • Experience in the enterprise software industry. **Find the Link in** [Apply Now](#) **Button**

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