








Cloud Productivity
Solutions

MULTI-CLOUD & AI SALES EXECUTIVE

Vacancy Announcement

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1. Company Background

Cloud Productivity Solutions Limited is a technology firm that helps organizations gain a competitive edge through the strategic adoption of technology. Founded in 2015, with offices in Kenya, Tanzania, Uganda, and Zimbabwe, we support both large and medium-sized enterprises by offering forward-thinking alternatives to solutions from the previous generation of technology providers. Over the years, we have developed deep expertise in serving the Banking, Insurance, Government, Non-Governmental Organizations, Manufacturing, and Hospitality industries—ensuring our clients realize tangible value from their IT investments.

2. The position.

Multi-Cloud & AI Sales Executive will spearhead the company's multi cloud growth strategy by driving commercial success across leading cloud platforms including Azure, AWS, and Huawei Cloud, while positioning complementary solutions such as Acronis and Veeam for data protection, backup, and disaster recovery. The role will lead customer engagement across SMB, SMC, and Enterprise segments, shaping digital transformation journeys through cloud modernization, managed cloud services, AI innovation, and modern data platforms such as Microsoft Fabric.

As a customer facing leader, you will own the full sales cycle to achieve revenue targets, expand multi cloud adoption, and grow managed cloud and platform services across the region.

3. Key Responsibilities

1. Cloud & AI Sales Leadership

- Own the full sales cycle for multi-cloud portfolio (Azure, AWS, Huawei Cloud) and complementary solutions (Acronis, Veeam).
- Drive revenue growth and cloud adoption across SMB, SMC, and Enterprise segments.
- Translate cloud and AI solutions into customer-ready value propositions.
- Drive Microsoft Azure revenue growth, Azure Consumption Revenue (ACR), and Net New Revenue (NNR).
- Drive acquisition of new Azure workloads including migration, modernization, data platforms, AI solutions, backup, disaster recovery, and hybrid cloud deployments.
- Build and maintain a strong sales pipeline linked to measurable revenue conversion and cloud consumption growth.
- Maintain ownership of assigned revenue targets and ensure execution against annual business objectives.

1. **Customer Engagement & Account Management**

- Build and manage customer relationships across cloud, AI, data, security, and digital transformation opportunities.
- Present cloud strategy, business cases, ROI models, and transformation roadmaps to CIOs, CTOs, CISOs, CEOs, Boards, Procurement Teams, and Business Unit Leaders.
- Lead customer workshops, discovery sessions, assessments, envisioning engagements, and AI innovation discussions.
- Convert customer engagements into qualified opportunities with clearly defined commercial outcomes.
- Develop structured account growth plans aimed at increasing cloud adoption and consumption.
- Prioritize customers with low, declining, or untapped cloud consumption opportunities.
- Position solutions around cost optimization, operational efficiency, risk reduction, and business value.
- Ensure all opportunities progress through a defined sales process with clear next steps and follow-up actions.

2. **Tendering, Proposals & Deal Closure**

- Lead RFP/RFQ/tender responses for cloud, AI, data platform, security, and data protection solutions.
- Coordinate technical, commercial, and delivery teams during proposal development.
- Drive deal qualification, proposal submission, negotiation, and closure.
- Ensure timely turnaround of proposals and quotations.
- Structure commercially viable cloud opportunities that support both customer value and long-term consumption growth.
- Maintain focus on converting signed opportunities into active cloud consumption and recurring revenue.
- Track proposal-to-close conversion rates and implement corrective actions where required.

3. **Partner, Vendor & Ecosystem Management**

- Manage strategic relationships with Microsoft, AWS, Huawei cloud, Acronis, Veeam, and other technology Partners.
- Leverage partner programs including CloudAscent, SPARK, Co-Sell, Campaign-in-a-Box, ECIF, Azure Accelerate, and related funding programs.
- Secure partner funding for workshops, PoCs, assessments, migration projects, and customer engagements.
- Collaborate closely with Microsoft account teams to identify and accelerate high-propensity opportunities.
- Track and measure partner contribution based on pipeline generated, opportunities won, revenue delivered, and consumption growth achieved.
- Align partner-led activities with CPS strategic growth priorities.

4. Lead Generation & GTM Execution

- Develop new customer pipelines through industry events, partner campaigns, direct prospecting, territory planning, and digital marketing.
- Develop pipeline through direct prospecting, customer referrals, industry events, digital campaigns, partner-led activities, and territory planning.
- Utilize CloudAscent, SPARK, CRM systems, and market intelligence tools to identify opportunities.
- Focus on new customer acquisition and expansion within the existing customer base.
- Build opportunities with clearly defined business outcomes, use cases, and revenue potential.
- Ensure all GTM activities contribute to measurable pipeline and revenue growth

5. Business & Financial Accountability

- Meet annual cloud revenue targets, margin goals, and platform consumption KPIs (including Azure Consumption Revenue – ACR and Net New Revenue Targets).
- Drive cross-sell and upsell opportunities across cloud, security, AI, data, managed services, and data protection portfolios.
- Maintain pipeline coverage of at least 3x assigned revenue targets.
- Ensure accurate forecasting, CRM hygiene, and revenue reporting.
- Track performance against revenue closed, cloud consumption activated, customer expansion, and gross margin objectives.
- Drive accountability for underperforming territories, accounts, or market segments through corrective action plans.

4. Requirements

- Bachelor's degree in business, Information Technology, Computer Science, Business Information Systems (BIS), or Engineering (Computer, Software, Electrical, or Telecommunications).
- Bachelor's degree in business administration is acceptable when combined with strong experience in cloud or enterprise technology sales.
- Additional training in sales leadership, cloud economics, or AI business strategy is preferred.
- Minimum of 5 years of work experience in the field of **Technology Sales**.
- Excellent communication and presentation skills with an ability to work in interdisciplinary teams.
- Willingness to travel and work in a global work environment.

5. Mandatory Skills & Certifications

Skills

- Proven experience selling Microsoft Azure and/or other enterprise cloud platforms.

- Demonstrated experience managing enterprise RFPs, RFQs, tenders, and complex sales cycles.
- Proven track record of meeting or exceeding revenue targets.
- Experience driving cloud migration, modernization, AI, analytics, security, or data platform opportunities.
- Experience engaging executive stakeholders including CIOs, CTOs, CISOs, CEOs, Boards, and Procurement Teams.
- Experience selling recurring managed services and subscription-based solutions will be an added advantage.

6. Mandatory Certifications

- AZ-900 (Microsoft Azure Fundamentals) – mandatory to demonstrate foundational cloud knowledge.

7. Added Certifications

- AI-900 (Microsoft AI Fundamentals) – *Added advantage.*
- AZ-104 or AZ-305 (Azure Administrator / Azure Solutions Architect) – *Added advantage.*
- Microsoft Fabric or Data Analytics related certifications – *Added advantage.*
- AWS Cloud Practitioner or AWS Associate certifications – *Added advantage.*
- Huawei Cloud certifications (HCIA or HCIP Cloud Service / Cloud Computing) – *Added advantage*

Remuneration: The remuneration package shall be determined in accordance with the Company's approved salary structure and shall consider the successful candidate's qualifications, relevant experience, and suitability for the role