

**Avalon Solutions** is a dynamically expanding company with strong relationships with Google and Salesforce, a leading partner for innovative workplace and cloud solutions. Currently we are looking for a Cloud Business Development Manager to join our team in Warsaw.

We are constantly innovating not only our client's businesses but also our own. Our goal is to be one step ahead and to build valuable partnerships with the digital leaders. To be in the forefront we need to have the best talents in our team. That's why we have a special approach to our employees.

We believe in an open company culture and relations built on trust. We support our team members in their development, certifications and additional education to deepen their expertise.

The 3 pillars that make us a unique company are:

- **Curiosity** - we are curious about people, technology, and business
- **Trust** - our relationships are built on trust, empowering us to work as a single, cohesive organisation towards our goals
- **Courage** - we have courage to challenge ourselves, our customers, and our partners.

### **About the Team**

You will be part of a sales team that is very active and you will work in a company that is in a rapid expansion phase. We are one global team, but our local Sales units have a lot of experience in starting business on new markets and you can count on their support and advice.

### **About the role**

As a Cloud Business Development Manager you will be responsible for selling our products in Poland. You will be part of the Polish Sales Team and you will report directly to the Country Director (who is also responsible for Sales). The work will mainly focus on the SMB sector. Your daily work will be researching prospects, identifying decision makers, their needs, and presenting our solutions. You will be responsible for achieving sales goals and reporting your results. Additionally, you will take care of the relationships with our customers and upsell.

**Qualifications:**

As our new Cloud Business Development Manager you have to be fluent in Polish (preferably native) and English. We're looking for an energetic, results-driven person interested in working in sales and building relationships with customers. You should have at least basic understanding of cloud solutions (SaaS, PaaS, IaaS etc.) and feel comfortable in presenting their business value, depending on or customers' needs. Your soft skills and ability to listen and respond with the right solution will be your key to success.

Nice to have qualifications:

- Experience in selling tech solutions, also through LinkedIn
- Knowledge related to digital workplace solutions and trends
- Technical skills (including cloud computing and IT solutions implementations)

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Avalon Solutions is a full-scale cloud solutions partner, operating in Europe and beginning its expansion in Asia. Our mission is to add value to our customers by delivering a digital workplace based on sustainable solutions from leading innovative partners like Google and Salesforce, among others. This is achieved by our business-oriented teams, passionate tech experts and our strong company culture that make our employees excel.