Avalon by Devoteam is a dynamically expanding company with strong relationships with Google and Copper, a leading partner for innovative workplace and cloud solutions. Currently we are looking to expand our Technical Cloud Consulting capabilities in Stockholm.

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:
Our cloud services team helps our customers big and small move to the cloud. The team is an extension of our customers' internal IT teams, aiding them in the management of their G Suite, Copper, and other SaaS environments. Cloud Consultants perform deployments and migrations of complex IT-environments. The team is passionate about moving to the cloud and helping our customers plan and execute their cloud strategies.

About the Role:
Avalon Solutions and Copper are jointly looking for a CRM solution engineer to work with our Sales team to help our customers answer technical questions across the sales cycle. The job includes everything from nurturing leads, creating demos, writing proposals, to implementation and trainings. You will be responsible for conducting technical discovery, and identifying pain points and integration requirements. You will become a Copper-expert, able to articulate use cases and value to our customers. You will manage proof of concepts, and be a subject matter expert within the Services team.

Qualifications:
- 3-5 years of technical experience with CRM (Salesforce, Dynamics, SugarCRM, etc.)
- Experience building and delivering Proofs of Concept (PoCs)
- Experience with integration of 3rd party data and workflows: Marketing automation, support ticketing systems, CPQ, ERP
- Own the process of submitting RFIs/RFPs independently and effectively
- Ability to lead architectural discussions

Other qualifications:
- Fluency in English, and Swedish or Norwegian
- Excellent presentation abilities and composure in front of all levels of technical and business audiences
- Excellent verbal communication, written communication, and presentation skills

Preferred qualifications:
- BA/BS degree in Computer Science or equivalent practical experience.
- Experience with SaaS, PaaS, IaaS, and other Cloud technologies.
- Existing certifications with Google Cloud, or CRMs such as Salesforce
- Experience in a technical consulting role

Avalon by Devoteam 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.