

Cloud Technical Sales Support Specialist

Base salary: £competitive (market rate)

Employment type: Permanent

Office working: Hybrid (client facing with ~ 3 days on-site p/w)

Why Aqovia?

Since 2008, Aqovia has been at the forefront of technology innovation, serving clients in telecommunications, media, and technology. We specialise in architecture, design, and software development for transformative projects. Join a team that values innovation, expertise, and commitment to excellence.

Embark on a journey with Aqovia, where your client engagement and management expertise will be crucial in shaping the future of our technology solutions.

Job Description

Your role: In this role, you'll be a key player in ensuring our clients maximise their return on investment (ROI) and operating efficiencies in the Cloud.

You'll collaborate with Aqovia's technologists, sales, marketing, and business development teams to develop market-differentiating Cloud solutions and services, catering to both public and private sectors in native, hybrid, and private Cloud environments.

Here's what you'll do:

- **Lead sales support** for all Aqovia Cloud solutions and services, ensuring client and customer satisfaction.
- **Collaborate extensively** with various Aqovia teams to create compelling solutions and drive growth.
- **Work with Aqovia's product development team** to shape features and capabilities that focus on automation, data, AI/ML, and streamlining enterprise operations for optimal ROI and operational efficiency.
- **Support clients with a global presence**, understanding their unique needs and driving successful outcomes.
- **Partner with NeuerEnergy**, Aqovia's subsidiary for sustainability solutions and positive social impact, to develop features and capabilities that prioritise sustainable information technology solutions for global enterprise.
- **Stay up-to-date** on the latest Cloud technologies and industry trends.

We're looking for someone who:

- Has a strong technical background in Cloud computing concepts (native, hybrid, private)
- Possesses excellent communication and interpersonal skills, with the ability to bridge the gap between technical and non-technical audiences.
- Demonstrates a passion for AI/ML and its potential to drive business value.
- thrives in a collaborative environment and enjoys building strong relationships across departments.
- Holds a bachelor's degree in a relevant field (e.g., computer science, engineering) or equivalent experience.
- Experience in a sales support or solutions engineering role is a Must Have.
- Experience working in a global environment is highly desirable.

Joining Aqovia means:

- **Making a real difference:** You'll be part of a team developing solutions that empower businesses while contributing to sustainable practices.
- **Growth opportunities:** We invest in our employees' development and offer a path for career advancement.
- **Collaborative culture:** We value teamwork, open communication, and a supportive environment.
- **Competitive benefits package:** including healthcare, paid for gym membership, pension scheme, perkbox and more.

If you're a technically adept problem-solver who thrives in a fast-paced environment and shares our commitment to positive impact, we encourage you to apply!

Equal Opportunity Employer

At Aqovia, we believe in the strength of diversity. We strive to reflect the varied markets we serve and foster an inclusive culture where everyone feels welcome, valued, and empowered to be their authentic selves. As an equal opportunity employer, we are committed to embracing all forms of diversity across our organisation.