Role 4 - Lead Development Representative

Company - <u>Amazon Web Services EMEA SARL (Irish Branch)</u>

Job Description

Amazon Web Services (AWS) is looking for a Lead Development Representative to join our thriving community and growing business in the UK as part of the EMEA Public Sector team. You will join a friendly and supportive team, working together to bring the latest in disruptive cloud computing technologies to organisations serving our Public Sector customers, including: government agencies, state-owned companies, educational institutions, healthcare and non-profit organisations.

As a Lead Development Representative (LDR) covering the UK market, you will be an important member of the account management organisation, playing a critical role in qualifying leads, profiling customers and providing input on which lead development campaigns generate the best leads. Working in collaboration with your global peers, marketing, account managers and the partner channel, your primary objective is to identify and create qualified opportunities for the team you support. Quite often you will be the customer's very first introduction to the AWS experience!

Key Job Responsibilities

- Manage incoming leads in a timely manner in a wider geographical region
- Conduct discussions with prospects and existing customers over the phone to identify and qualify opportunities
- Understand customer pain points, gather technical requirements and correlate business value to customer needs
- Generate interest and provide vision of the portfolio of AWS solutions to potential customers
- Understand existing and developing technologies as it relates to cloud computing
- Achieve monthly qualification goals
- Update and maintain customer information within SalesForce.com
- Provide account management team with detailed call notes to ensure the opportunity is understood and next steps are clearly defined
- Present a high level, technical solution to diverse audiences which include AWS colleagues, prospects and customers relevant to target industry or market

Basic Qualifications

- College/University Degree or equivalent experience
- Technical interest with relevant experience in IT prospecting or sales

- Experience using a CRM/Customer Relationship Management tool and the Microsoft Office Suite
- Excellent verbal and written communication skills, with business-fluent English to be able to drive discussions in a customer organisation.
- A passion for technology and for learning.

Preferred Qualifications

- Self-starter with highly developed interpersonal skills and organisational skills, decisive and result oriented who is prepared to work in a fast-paced, demanding environment
- Target orientated, ambitious, creative, customer focused
- Experience working in a customer-facing role.
- AWS certification (e.g. AWS Cloud Practitioner, AWS Solutions Architect Associate) or other industry certification.