



JOB POSTING

IT SALES MANAGER – Whale Cloud

Location: Italy

About Whale Cloud:

Global leading data intelligence technology company. They are dedicated to helping customers succeed in the digital economy era. Founded in 2003, the company is now serving telecom operators, governments, and enterprises in more than 80 countries and regions with high-quality solutions and professional services.

The primary purpose of the **IT Sales Manager** is to develop and implement the go-to-market strategy for Smart B/OSS, Cloud, Finance, and Commerce products and software solutions in Italy to achieve the company's revenue goal.

Gross Annual Salary: 70,000 USD

Responsibilities:

1. Based on clients' requirements and feedback on market information, discover sales opportunities, manage potential channel conflicts between channels and direct clients;
2. Channel management of existing channel partners, supporting the channel director and department director in setting up channel strategy and operation, engagement with IT Director/Architect level customers to promote WCT IT solutions;
3. Growing the channel business by liaising with Account Managers for potential synergies in the market;
4. Build and enhance relationships with customers and responsible for carrier internal IT, B2B domain business insight, and project winning; Sales target responsibility of Italian IT business;
5. Be responsible for key sales development and work with partners to achieve sales targets.

Requirements:

1. Bachelor's degree, preferably in the IT/Telecommunications field;
2. More than 5 years working experiences of relevant experience in IT product line in the Sales and Marketing team;
3. Highly motivated and team work oriented;
4. Good knowledge of the architecture and solution design of storage, virtualization platforms, and Cloud transformation (familiar with AWS/Azure/Cloud);
5. Excellent negotiation skills, and a proven track record of successfully pitching new businesses;
6. Fluent in English, Italian, and Chinese.
7. Willingness for business trips.

Please send CVs in English to info@icpn.it with mail subject "Application ICPN x Whale Cloud"