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Customer Developing Manager, Cloud AI, Google Cloud



Google



Toronto, ON, Canada; +2 autres



Carrière avancée

Postuler



This posting is for an existing vacancy. Note: By applying to this position you will have an opportunity to share your preferred working location from the following: **Toronto, ON, Canada; Vancouver, BC, Canada; Montreal, QC, Canada.**

Minimum qualifications:

- Bachelor's degree or equivalent practical experience.
- 10 years of experience with cloud native architecture in a customer-facing or support role.
- 5 years of experience in pre-sales management or people management on an AI-related or technical team.
- Experience with cloud engineering, on-premise engineering, virtualization, or containerization platforms.
- Experience leading technical conversations, demos, prototyping, or workshops with customers.
- Ability to travel up to 50% of the time.

Preferred qualifications:

- Experience with software lifecycles, building tools, and architecting/developing software for scalable, distributed systems (e.g., data platform, AI/ML, infrastructure).
 - Experience as a pre-sales manager or technical customer-facing people manager within a professional services or sales engineering team.
 - Experience managing a team through pre-sales processes and career development (e.g., account mapping, quota setting, performance management, managing sensitive information).
 - Experience engaging with, and presenting to, technical stakeholders/executive leaders (e.g., delivering compelling messages by audience, asking strategic questions, leading conversations that drive accelerated value realization and business opportunity).
 - Experience driving delivery and consumption plans for complex, cross-pillar cloud solutions.
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À propos de l'emploi

As a Customer Developing Manager, you lead and deploy a team of subject matter experts responsible for working alongside our customers to provide trusted technical and solution advice to accelerate workload migration and remove technical blockers. You will foster a culture of technical ownership and understand the mechanics of architecture, delivery, and consumption across the Google Cloud portfolio.

Google Cloud accelerates every organization's ability to digitally transform its business and industry. We deliver enterprise-grade solutions that leverage Google's cutting-edge technology, and tools that help developers build more sustainably. Customers in more than 200 countries and territories turn to Google Cloud as their trusted partner to enable growth and solve their most critical business problems.

The Canada base salary range for this full-time position is CAD 188,000-193,000 + bonus + equity + benefits. Our salary ranges are determined by role, level, and location. Within the range, individual pay is determined by work location and additional factors, including job-related skills, experience, and relevant education or training.

Please note that the compensation details listed in Canada role postings reflect the base salary only, and do not include bonus, equity, or benefits. Learn more about [benefits at Google](#).

Responsabilités

- Lead a team of Customer Developers, focusing on team culture, talent strategy, and skills development to deliver successful cloud transformation outcomes for customers and accelerate value realization.
 - Foster customer partnerships and provide thought leadership related to cloud, cross-pillar solutions, and expansion opportunities to drive technical wins.
 - Partner with Sales to define technical go-to-market strategies and delivery plans, with a focus on winning new workloads and driving consumption within existing ones. Through planning stages, determine alignment, coverage and staffing needs.
 - Balance technical leadership with operational excellence. Lead workload and opportunity review meetings and provide insight into how to achieve a technical agreement and migration strategy, working directly with our customers, partners, and prospects.
 - Work cross-functionally across Google, partners, and your team to resolve technical roadblocks.
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[illegal](#), [Belonging at Google](#) et [How we hire](#).

Si vous avez un besoin qui nécessite un accommodement, veuillez nous en informer en remplissant notre [formulaire d'accommodement à l'intention des candidats](#).

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