



Vega is seeking to hire a skilled **Technical Sales Specialist**. In a rapidly growing cloud startup, you have the opportunity to join an amazing team led by awesome founders, who have over a decade of experience. The ideal prospect is highly productive, fun, and thrives in a fast-paced startup environment.

Our Culture

Our number one goal at Vega is happy culture, happy people, happy clients. In addition, we are obsessed with helping businesses achieve greater security and optimization. We encourage creative problem solving, rapid innovation and bold goal-setting. Our relatively flat organization structure keeps everyone informed and enables people to get involved in solving the problems they care about most. We are a close-knit team moving fast to deliver value to our customers and continue pushing the envelope as we innovate for ease of cost savings & security in the public cloud.

Your Mission

- Meet with customers and technical staff to determine needs
- Prepare and deliver compelling client presentations that propose solutions with Vega's products
- Promote Vega products and demonstrate clearly how the products work
- Ensure a successful product handover post negotiations and signed contract
- Obtain feedback on product performance and organize any necessary modifications

Requirements

- Team player with a positive attitude
- Bachelor's degree in relevant discipline or ample field experience in technology and sales
- Strong communication skills
- Persuasive presenter and persistent pursuing leads
- Robust understanding of complex technical and scientific products
- Thrives in a fast-paced, rapid growth startup environment

Please submit your resume to careers@vegacloud.io with the title of the role you're seeking as the subject line.