Business Development

RiverMeadow is looking for enthusiastic and motivated people who want to be right in the middle of not just cloud computing, but multi-cloud agility. You will be a member of our business development team, working with exciting new products that have the potential to change the market dynamics among cloud service providers.

Major Responsibilities

* Develop customer and partnership relationships
* Engage with customers and work with in-house SE’s to qualify opportunities and provide demonstrations
* Manage a pipeline of opportunities and report on progress to management
* Close deals in line with quota assignment
* Provide feedback to Product Management
* Responsible for overall relationship / account management

Skills & Requirements -

Required skills

* 10+ years of Sales/Bus Dev experience in the IT sector
* Ability to frame large, strategic deals with AWS, HP, Cisco, VMware and other OEM/Channel partners
* Ability to close and negotiate deals
* Comfortable selling to customers on a Direct basis where necessary
* Comfortable collaborating with channel partner field team.
* Familiarity with Cloud/Hypervisors and Linux & Windows systems
* Strong written and verbal communication skills

About RiverMeadow

RiverMeadow Software, Inc. is a privately held company headquartered in San Jose, CA. RiverMeadow solves the toughest challenges of migrating workloads to the cloud. The RiverMeadow Cloud Migration SaaS is an extensible, adaptable migration platform that automates workload mobility into and between clouds, enabling users to migrate workloads to the cloud, between cloud instances, and cloud service providers (CSPs) with ease.

We develop SaaS solutions for automated hypervisor switching. Our products automate the process of moving live servers "as-is" (physical, virtual and cloud based servers) into public, private and hybrid cloud environments. Without templating, replication, scripting or other manual methods, our RiverMeadow Cloud Migration SaaS automates the process from start-to-finish, in less time without the need to install agents or quiesce servers until final cut over.

RiverMeadow Software employees are talented, motivated, passionate people. If you are driven to excel in your career, RiverMeadow offers unique opportunities to contribute and grow.

Contact: jobs@RiverMeadow.com