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Sr. Worldwide Specialist – GenAI, Amazon Q Go-To-Market

Job Location

United States
Remote work from: USA

Base Salary

USD 40 - USD 50

Employment Type

Full-time, Part-time

Description

Are you a customer-obsessed builder with a passion for helping customers achieve their full potential? Do you have the business savvy, GenAI background, and sales skills necessary to help position AWS as the cloud provider of choice for customers? Do you love building new strategic and data-driven businesses? Join the Worldwide Specialist Organization (WWSO) Amazon Q team as a Business Development Specialist!

The Worldwide Specialist Organization (WWSO) is part of AWS Sales, Marketing, and Global Services (SMGS), which is responsible for driving revenue, adoption, and growth from the largest and fastest growing small- and mid-market accounts to enterprise-level customers including public sector. We work backwards from our customer's most complex and business critical problems to build and execute go-to-market plans that turn AWS ideas into multi-billion-dollar businesses. WWSO teams include business development, specialist and technical solutions architecture. As part of WWSO, you'll provide expertise across the entire life cycle of an AWS customer initiative, from developing ideas for new services to accelerating the adoption of established businesses. We pride ourselves on thinking big, delivering exceptional results for our customers, and working across AWS as #OneTeam.

Within WWSO, this position is part of the Worldwide Specialist Team, where you will lead the global GTM plan for Amazon Q. You are a leader for specialists, architects, partners, and account teams around the world and set direction and standards for how we solve customer problems in your domain. You partner with technical and business teams across AWS and bring the voice of the customer into our product development roadmap. The WW team sees the big picture and sets the plan so the world's most customer obsessed technical teams can make history.

Key job responsibilities

Hiring organization

Amazon Web Services (AWS)

Date posted

October 15, 2024

Valid through

31.05.2025

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