

## Channel Sales Manager

SCALABLE Network Technologies (SCALABLE) ([scalable-networks.com](http://scalable-networks.com)) is a software development company targeting government and military institutions, manufacturing and commercial enterprises around the world. Our products leverage network simulation technology to deliver solutions for network equipment design, network planning, equipment acquisition and testing, systems and applications performance analysis, and cyber training. The world is connected and mobile, and SCALABLE products help *Make Networks Work*.

We are a 20-year-old company that still behaves like a hungry technology start-up, and we believe in hiring top talent and letting them innovate. We strive to promote personal and career growth in a friendly, open work environment.

### Job Description:

We are looking for a Channel Sales Manager to manage our existing international distributors along with identifying and growing new partners. The Channel Sales Manager needs to have a full understanding of international business markets and will be expected to be a major influencer on the Partner strategy and business performance. This position acts as the primary interface to the international distributors and is expected to manage and forecast the business coming from the partners.

### Responsibilities:

- Achieve revenue target through the engagement of existing partners, the recruitment of new partners and management in the international market space
- Manage coverage to deliver business targets, and drive the achievement of the partner commitment
- Be accountable for all decisions that impact the partner and SCALABLE, including pricing sign-off, marketing budget and service model budget
- Grow strong, strategic relationships with each channel partner
- Manage a differentiated experience for channel partners and customers
- Understand the local market place and the key players that operate within that market place
- Identify, recruit, develop and retain valued partners for SCALABLE, providing business development support and expert advice including conducting a full risk assessment of partners and the creation and implementation of a partner engagement plan
- Promote SCALABLE's value proposition to the channel and all of its relevant components to the Partners based on the partners business model and drivers
- Ensure that partners understand their responsibilities and obligations within the partnership with SCALABLE
- Grow a wide and broad support network across all stakeholder groups and act as a catalyst to drive business
- Build an effective working relationship at a senior level to build trust and engagement with prospective new partners
- Advise and support the partners to develop their first business plan with SCALABLE to achieve the partner territory plan both in terms of revenue and product
- Provide SCALABLE teams with regular feedback on the market place, market trends, business risk, program effectiveness and partner challenges
- Fully understand the growth areas of our portfolio; demonstrate proficiency at spotting opportunities, conducting assessments and assisting in the sales cycle
- Demonstrate a powerful and robust understanding of the partners through a detailed account management process, including documentation of relevant partner and SCALABLE information

**Qualifications:**

Education: Bachelor's Degree in a relevant discipline (e.g. Business Management)

**Background Skills, Knowledge & Ability:**

- 5+ years demonstrated track record and results in channel / partnership management role
- Proven track record of achieving and exceeding sales targets; particularly in developing new business streams
- Excellent organizational, interpersonal and influential communication skills
- Self-starter and a team player with creative, high positive energy and an ability to execute
- An in-depth knowledge and experience of the market place in which SCALABLE operates
- Strong command of Excel, Word, and PowerPoint
- Willingness to travel internationally

**Benefits:**

We offer an outstanding benefits plan, including flexible working hours, health insurance, 401K plan, gym membership subsidy, and a positive, energetic work environment and the opportunity to make a difference. If you have the qualifications and interest, please send your resume and cover letter now. SCALABLE is an equal opportunity employer and supports workforce diversity.