



JOB TITLE: Sales Director

DEPARTMENT: Sales North America

REPORTS TO: Vice President of Sales & Marketing

Sell technology software products and related services in a North America. Identify, qualify and closes new opportunities. Manage channel partner accounts and channel development. There is major account responsibility including prospecting, qualifying, contract negotiations, signing and post-sales support.

ESSENTIAL JOB FUNCTIONS:

- Strong reseller relationship skills enabling trust and confidence in new products
- Able to establish themselves as business resource/strategic thinker with reseller CEO
- Capability to use a systematic approach to qualify and develop reseller partners
- Capable of developing a structured planning system to manage engagements, accounts, and partners and to manage all sales opportunities
- Resourceful in designing and managing sales programs to benefit reseller
- Capacity to manage multiple sales and channel building tasks at the same time
- Provide compelling argument and mechanisms to drive deals to conclusion
- Comfortable with cultivating CIO/CFO relationships to assist reseller sales objectives
- Stays current on all competitive issues and uses the appropriate strategy
- Knowledgeable of competition to better position sales opportunities
- Easy, cooperative manner and gets through barriers without burning bridges
- Provide on-going customer support when necessary to assure customer satisfaction
- Travel required

JOB QUALIFICATIONS:

Education:

Bachelor's Degree

Experience:

- 5+ years sales experience within enterprise (large) customers, including successful record of driving adoption of technology within such customers required
- Experience with asset management solutions from companies such as BMC, LANDesk, Altiris, HP and CA
- Experience selling in a partner leveraged sales cycle required
- Previous developing reseller channel, developing push and pull program
- Experience within the printer industry preferred

Technical Skills:

Proficient with MS Office Suite including email, Webex meeting tools and internet usage is important. Proficient with sales automation tools