

Senior Sales Partners & Indirect Channels

[Commercial Senior : Responsable Partenaires et Channels]

OPEN POSITION at ActiveEon. <http://www.ActiveEon.com>

LOCATION: Nice and/or Paris

SUMMARY

ActiveEon is a high-growth, dynamic IT Company that recently closed a round of investment with several VCs, including KIMA Venture created by Iliad-Free founder: Xavier Niel.

In a position of Senior Sales, in a multi-product, multi-channel environment, you will be primarily driving our **Sales Partners and Indirect Channels**, mainly with ISVs, Integrators, Service Companies, Added Value Resellers, and Cloud Hosting organizations. You will win, maintain, and expand relationships with such channel partners.

Experience in indirect sales partner network management is required, as well as in IT Services and Software. Knowledge of Cloud and/or Open Source models would be appreciated.

The position requires direct partner contact, some customer interaction, as well as working in close relation with ActiveEon CEO, other Sales staff, and Pre-sales.

GENERAL DUTIES & RESPONSABILITIES:

- Develops Annual Channel Sales Plan in support of organizational strategy and objectives
- Maximizing sales opportunities for the organization
- Provides input to marketing plans and budgets
- Participate to the definition of multiple channel selling strategies
- Engage directly with some customers
- Maintain key customer relationships and develop and implement strategies for expanding the company's customer base
- Recommends sales strategies for improvement based on market research and competitor analyses
- Participate to trade shows with specific preparation to maximize the show wrt. Channels
- Periodical reporting of business performance as required
- Performs other related duties as assigned by management

KEY PARTNER / CHANNEL DUTIES & RESPONSABILITIES:

- Proactively identifying, qualifying, and closing new sales partners
- Cooperate with CEO in identifying and closing new strategic partnership opportunities
- Creates and implements account strategies that drives the indirect sales of ActiveEon products, as well as identifying, developing and maintaining relationships with ActiveEon other sales personnel
- Create awareness for solutions amongst partners and assist in positioning company as the Solution of choice
- Maintain a detailed understanding of top partners business (pain points, investment areas, profitability factors, etc.)
- Responsible for increasing market share and revenue growth along with maintaining accurate and timely revenue forecasts
- Identification of new opportunities, sales and incentive campaign management
- Educate partners about product portfolio and complimentary services offered
- Communicate up-to-date information about new products and enhancements to partners

- Develop process improvements to optimize partner management activities
- Deliver customer presentations and attend sales meetings and partner conferences
- Work with partners to develop sale proposals, quotations, and pricings
- Assist resellers with product positioning and pricing/quoting issues
- Create awareness for company products amongst resellers
- Maintain knowledge in product, marketplace, and current business issues, and disseminate appropriate knowledge to selling partners
- Evangelize both internally and externally to support Channel and Partner harmony
- Assist in partner marketing activities such as tradeshow, campaigns and other promotional activities
- Participate in some partner sales calls
- Monitor partners' performance to objectives and provide guidance/coaching as necessary
- Build and maintain positive relationship with channel partners
- Achieves assigned sales quota in designated partner accounts, and meets assigned expectations for profitability
- Maintains high partner satisfaction ratings that meet company standards
- Interacts with sales, marketing and partners
- Provide feedback from selling partners to internal cross-functional teams with regard to product selling issues
- Coordinate training, consulting and joint development activities with partners

DESIRED SKILLS & EXPERIENCE:

- A minimum of 5 years' experience in indirect sales, and some experience in Software and IT Services, and/or Cloud Computing, Cloud Hosting & Services
- Demonstrable experience working with channel partners to reach sales objectives
- Strong account management and relationship building skills
- Demonstrated business skills in forecasting, budgeting, training, presentations
- Capability to understand and master complex partner interactions
- Strong negotiation skills, proficient in managing complex negotiations, identify and address hidden agendas
- A previous experience in a software startup would be appreciated, as well as knowledge in Open Source Business Models
- Established contacts and relationships with potential channel partners and end customers
- Be a market-sensing leader that obtains competitive knowledge and critical information
- Ability to organize and manage multiple priorities
- Outstanding communication abilities and excellent interpersonal skills and listening skills
- Strong presentation and oral and written skills are required
- Ability to complete weekly metrics to ensure successful performance as well as forecast
- Ability to thrive in a fast paced environment
- Ability to travel domestically and internationally
- Practice of CRM, and all office software
- Displays a relentless commitment to win
- Displays personal & corporate integrity
- Displays leadership through innovation in everything you do
- Displays a passion for what you do and a drive to improve
- Mastery of at least both English and French languages

BENEFITS:

- A remuneration package commensurate to the position (fixed and variable) including the possibility to acquire stock-options

HOW TO APPLY FOR THIS POSITION:

Send CV and motivation by email to Denis.Caromel@ActiveEon.com.