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CHANNEL ACCOUNT MANAGER-EMEA

POSITION SUMMARY

Create and execute a regional channel business plan focused on Calabrio Software sales activity through a select number of elite channel partners. Focus on local sales teams of elite channels. Propose tactics to increase sales and awareness within the channel community develop sales engagement and channel led business. Support and leverage other channel efforts, field marketing, product launches, product promotions, tele-business, and other lead or sales generating programs. Experience with both direct sales and in a multiple distribution channel business is essential.

CORE EXPECTATIONS

- ∞ Must demonstrate an ability to excel within a cross-functional team environment
- ∞ Ability to accurately forecast channels sales activity
- ∞ Exhibit strong strategic thinking, initiative and leadership skills
- ∞ Responsible for the achievement of associated account and/or territory channels sales quotas: software and services

CORE COMPETENCIES

- ∞ Strong selling skills in major accounts and/or a territory is essential
- ∞ Must have strong relationship selling skills within the channels community and be able to lead sales calls at every level of an account, executive level or otherwise
- ∞ Must be a self-starter and strong closer with multi-tasking ability
- ∞ Understanding of business organizations and their buying cycles is required
- ∞ Demonstrated ability or interest in learning Calabrio software products
- ∞ Experience selling in a high technology software industry
- ∞ Excellent negotiation and closing skills are a must
- ∞ Practical experience using influence management to achieve goals
- ∞ Excellent written and verbal communication skills
- ∞ Management experience desirable
- ∞ Ability to travel 50%
- ∞ Other core competencies will be defined by your direct supervisor/manager
- ∞ Ability to speak multiple languages (French/Dutch) is preferred

WORKING RELATIONS

- ∞ Report to a Vice President of Channels or high level personnel
- ∞ Ability to work closely with peer engineers, group leaders and other employees and departments in the company
- ∞ Direct work with customer and partners



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EDUCATION/EXPECATATION

- ∞ Requires a minimum BA degree in a technical discipline or equivalent
- ∞ Minimum 8 years sales experience in a fast-growing high technology company

BENEFITS

We value our employees' time and efforts. Our commitment to your success is enhanced by our competitive compensation and extensive benefits package including paid time off, medical, dental, vision and 401k benefits and future growth opportunities within the company. Plus, we work to maintain the best possible environment for our employees, where people can learn and grow with the company. We strive to provide a collaborative, creative environment where each person feels encouraged to contribute to our processes, decisions, planning and culture. To learn more about our company please visit: www.calabrio.com.

To apply to this career opportunity follow this link:

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