

Job Description

Channels Inside Sales and Channels Operations

Objectives:

Achieve assigned partners revenue and GP targets

Achieve mid market/run rate targets for partners

Responsibilities:

Channels Inside Sales

- Primary virtual sales interface for partners
- Increase frequency of partner purchase
- Recruit new partners to create new business
- Source new sales opportunities from new or existing to partners
- Achieve sales target for selected mid size/run rate
- Route qualified opportunities to sales executives for further development and closure
- Close sales to achieve quota
- Promote EN quarterly sales programs and offer to partners
- Research account, identify key stakeholders of partner organization and generate interest and commitment to buy from EN
- Team with channels partners to build pipeline and close deals

Channels Operations

- Support sales administrative duties relating to Channel partners
- Prepare and follow up quotation
- Follow up on outstanding account receivables
- Arrange delivery and invoicing
- Check ETA with Ops and PM
- Invitation and follow up for events

Requirements:

- Proven inside sales experience
- Track record of overachieving quota
- Strong phone presence and experience in calling dozens of customer per day
- Able to present solutions and offers via phone conversation
- Excellent in verbal and written communications skills
- Strong listening and presentation skills
- Ability to multi task, prioritize and manage time effectively
- Systematic, ability to prioritize and follow through
- Diploma or Degree in Business, Marketing, Channels Operations administration or equivalent