

AEP Networks Job Specification



JOB TITLE: North America Sales Channel Manager

BUSINESS UNIT: North America Sales

OVERVIEW OF COMPANY:

AEP Networks is a leading provider of specialist secure end-to-end communication solutions to the Government, Enterprise and Service Provider Market. Our products and solutions are designed and developed entirely in-house and are the result of hundreds of man years of experience built during more than 20 years in the business. We operate in the Global Market and our solutions are to be found in over 5,000 blue chip customers in more than 60 countries world-wide.

Governments, Enterprise and Service Providers rely on our equipment for the ongoing support of their mission critical applications and networks. Our solutions are designed to enhance voice and data communications at their critical point of operation where security is paramount and where the consequences of loss would be severe. As a result, we often work in remote and harsh environments, where traditional multi-device IT infra-structures cannot be physically or cost effectively established.

OVERVIEW OF ROLE:

The North America Sales Channel Manager will manage all aspects of scoping, creating, developing, revenue achievement and day-to-day management of new & existing channel partnerships. The goal of the position is to create and manage successful revenue generating relationships with technology, reseller & service provider companies, who can affect the movement of our products and services to end user companies and customers.

SKILLS:

The candidate must have extensive experience managing multiple channel partners in a large territory. You must have at least 5 years of current channel sales in a specific industry as stated above. This position requires the candidate to be both strategic and transactional in nature while being passionate, driven, with a burning ambition to excel.

- Proven record of recruitment & development of channel or technology-based partnerships in Tier 1 (Distribution) and Tier 2 (Resellers) Sales Model.
- Vertical market or indirect channel selling experience; contract negotiation and partner management skills required.
- Development of channel partners and maintaining relationships with top partners and key account, act as the ambassador.
- Drive and maintain deal registration process and enhance partner programs with use of MDF and creative marketing to drive new business.
- Drive bookings and customer acquisition.
- Evaluate and create channel capabilities, identify gaps, and lead efforts to recruit new top partners.
- Minimum of 10 years of sales experience with 5+ years in channel sales.
- The candidate must have strong partner channel experience with Partners that focus in on software security, network management, application security access, and service providers.
- Experience developing a sales pipeline thru channel contacts. Experience in all facets of sales; lead generation, follow up, pipeline management, and closing skills.

- Excellent time management, communication, decision-making, human relations, presentation, and organization skills.
- Previous experience in working with a hardware and software manufacturer
- The individual must have a proven track record of regular 100% plus quota achievement
- A sense of urgency and a hunter mentality.
- Formal sales training preferred: solution selling and/or value selling training preferred

This role is an individual sales contributor that works well within a team environment.

MAIN DUTIES AND RESPONSIBILITIES:

- Contact prospective partners and cultivate new partners in order to present information and explain AEP Networks products and services.
- Cultivate relationships where you have been viewed as a trusted advisor.
- Work your existing network while developing new partners and following up on leads.
- Identify and recruit partners who sell software security, network management, and application access, either as resellers or service providers and/or managed solution providers.
- Provide technical resources, sales support and develop new business.
- Attend company sponsored trade shows and follow up on leads.
- Have the ability to generate new partners their share our company vision.
- Present company mission and AEP Story to channel partners, customers/prospects.
- Ability to sell AEP Products and Services.
- Prepare quotes with presales and inside sales assistance.
- Review and present business trends and industry updates.
- Accurate Forecasting and superior closing skills.

ESSENTIAL SKILLS:

- Channel sales experience with proven track record.
- Sales experience selling software security for at least five years.
- Sales experience selling network technologies for at least five years.
- Industry experience in any of the following industries:
 - Telco, Finance, Transportation, Healthcare, Education, Government, Utilities, Pharmaceutical
- Trusted Advisor.
- Excellent qualifying and closing skills.
- Prior experience in a process oriented, methodology driven sales environment.
- Excellent communicator and effective communicator at all levels – both written and verbal.
- Accurate forecasting skills.
- Technical acumen.
- Hunter and closer.
- Multi tasking skills and willing to take on a variety of tasks.
- Ability to work in a well planned team and structured manner with limited supervision.
- Professional and diligent, good initiative at problem solving skills.
- Good initiative and problem solving skills, results orientated and enthusiastic.

LOCATION:

New Jersey/New York Metro Region

TRAVEL:

Large Territory may require some overnight travel

COMPENSATION:

The compensation will be commensurate with prior experience. There will be a base salary and commission structure, including company benefits.

Apply @ salesjobs@aepnetworks.com