

Channel Sales Manager



dvsAnalytics has an immediate opening for an experienced channel sales manager! The qualified candidate will be responsible for meeting sales goals by selling company products and services through resellers/channels in assigned territories and represent the company in all activities associated with reseller/channel support.

Essential Duties and Responsibilities

- Meet established sales volumes.
- Proactively schedule and conduct reseller sessions that result in new opportunities.
- Assist resellers with end-user demos and other activities that increase likelihood of wins.
- Documentation and tracking of efforts and activities.
- Increase number of reseller partners.
- Increase sales volumes through those partners.
- Educate and service as the market expert for our partners.
- Enhance the company's brand and reputation in the market.
- Other business-related duties as assigned.

Required Skills and Requirements

- Well-developed sales skills.
- Knowledge of company products and services.
- Excellent oral/written communication skills and listening skills (fluent in Spanish a plus).
- Excellent organization skills.
- Well-developed presentation skills.
- Excellent customer relations skills.
- Ability to analyze customer requirements and coordinate with existing products.
- Experience with Salesforce.com, Excel, PowerPoint, and Visio.

Qualifications

- Experience: 5 years of channel sales experience, or equivalent.
- Education: Bachelor's degree or equivalent job experience/training.
- Must live in daily commutable distance to Scottsdale, Arizona.

Reporting Relationships

- This position reports directly to the Vice President of Sales.

Compensation

- Compensation will be determined based upon skill and experience.
- Full time position; eligible for group benefits.

We are located in beautiful North Scottsdale and offer a competitive compensation package that includes generous group benefits, including medical, dental, vision, health savings accounts, flexible spending accounts, disability, life and AD&D insurance, paid-time off, tuition reimbursement, employee referral program, flexible hours, comfortable dress code, and we even offer insurance for your pets.

Visit our corporate website at www.dvsAnalytics.com to learn more about our company and our products.
Send your resume to Humanresources@dvsAnalytics.com today.

The above statements are intended to describe the general nature of work assigned to this job. This is not intended to be an exhaustive list of all responsibilities, duties and requirements.

Equal Opportunity Employer – Drug & Alcohol Free Workplace