



Channel Sales Manager

The Company

Impulse Point is a privately-held company addressing the challenges of managing network access policies and endpoint security within large infrastructures. SafeConnect is the most flexible NAC solution available and offers an easy to implement and support endpoint policy management system. It seamlessly connects into existing multi-vendor network infrastructures while providing the flexibility to adhere to each organization's unique computing policy philosophies. SafeConnect's unique architecture provides a true out-of-line NAC solution that is vendor-independent, scalable, and flexible to meet your growth needs – resulting in reduced time, expense, and risk.

Job Description:

Reporting to Impulse Point's VP of Sale, the Channel Partner Manager is responsible for fostering the company's reseller partnerships with the end goal of increasing sales revenue. The Channel Sales Manager will be charged with creating and managing our reseller partner relationships. This includes identifying, recruiting and training new resellers. A primary function of the job will be get and maintain the reseller's focus on selling on Impulse Point's SafeConnect solution.

The scope of the company's reseller channel encompasses selling partnerships with Dell, direct VARs and in-direct resellers who purchase through distribution. The Channel Partner Manager will be responsible for primarily working with Dell and the direct VAR partners. This is currently a North America position.

Responsibilities:

- To develop close business relationships with resellers at the executive, sales manager and the inside/outside sales levels
- To position, promote and market SafeConnect within all reseller partners
- Build mindshare and sales focus across all resellers
- Responsible for training the resellers
- Responsible for identifying opportunities to be followed up by the RSMs
- Engage the RSMs to maintain regular sales activity with the resellers in their territory
- Provide feedback to management on partner activity
- Travel to partner locations
- Work closely with the regional sales managers in each region
- Identify, recruit and sign new reseller partners as needed
- Increase each partner's ability and inclination to actively pursue new sales of SafeConnect

Skills and Experience:

- Experience in software technology products/solutions
- Ability to foster partner relationship

- Previous role in field sales (in-direct sales)
- Thorough understanding of networking technologies
- Strong communication, interpersonal and organizational skills
- Effective analytical and problem solving skills
- Ability to work within a team as well as independently
- Comfortable/effective sales training skills
- Ability to manage multiple priorities at the same time

Highly Desired:

- Experienced in security software and/or technologies
- Working knowledge of NAC solution
- Knowledge/experience in Education
- Experience with the VAR channel
- Knowledge/experience working with Dell

Requirements

- Bachelor degree
- Prior experience with technology reseller partnerships
- Previous role in sales or channel partner sales
- Ability/willingness to travel (40 -50%)
- Strong presentation and customer relationship skills

Success Criteria

- A solid channel background
- Sound judgment and good business sense
- Team working ability – collaboration
- Ability to build and maintain relationships with partners
- Appreciation and understanding for sales process
- Honest and trustworthy
- Ability to work in fast pace environment with multiple priorities
- Ability work virtually
- Results oriented
- Able to work within in a small company environment

Impulse Point offers a highly competitive compensation package and the professional advantage of an environment that recognizes your contributions and supports continued personal development. Impulse Point offers a comprehensive benefits package which includes Medical / Dental / Vision Insurance Plan options, Flexible Spending Accounts, Health Savings Accounts, 401K Retirement Plan, Life Insurance, Equity Participation, Vacation, Sick and Holiday Paid Time Off, and Tuition Reimbursement. Impulse Point is an Equal Opportunity Employer.