



Channel Sales Manager for NComputing Inc.

NComputing is the leading provider of desktop virtualization software and hardware. Our technology taps the excess power of standard desktop PCs so that up to 30 users can simultaneously share a single PC – and cut computing costs by 75%. In just three years, our customers have deployed over two million seats in 140 countries, making NComputing one of the fastest growing computer companies in the world. To keep pace with our rapid growth, NComputing seeks a Channel Sales Manager based in Mexico City.

More information on the company is available at www.ncomputing.com.

Responsibilities

The Channel Sales Manager will be responsible for leading the company's sales and channel development activities in their geography to achieve the company's aggressive growth plans. The successful candidate will develop the sales and channel development strategy, vision, and plan for scaling up the company's revenues over the next several years and subsequently executing the strategy's successful implementation. The role will require the incumbent to:

- Build a business plan to scale revenues that outpace market growth expectations
- Build a robust channel network, including both distribution and reseller partners
- Develop and expand OEM relationships

Requirements

The Channel Sales Manager will be a strong leader with a proven track record in selling computing hardware (PCs, servers, peripherals) through the channel and/or OEMs and Systems Integrators. He/She must be an aggressive and result oriented leader, quick thinking, decisive and charismatic with demonstrated skills in channel management. The candidate should have done concept selling in technology space in earlier career and should have a passion for bringing a new technology to the Mexican market. He/She should have demonstrated experience in capturing a significant market share for the company's products. Seven years experience in driving channel sales and business partnerships will be a key requirement. Critical attributes that we seek in the candidate are:

- Strong understanding of how to sell PC based products / appliances through the channel network. Prior experience in selling networking or access products desirable
- Experience in working with OEMs and systems integrators
- Prior experience of selling into education sector (schools and universities) and SMEs (small & medium enterprises will be a plus)
- Demonstrated ability to leverage channel / alliance partners to identify opportunities, do joint account planning and strategy and increase effectiveness
- Executive presence. Professionalism. Impeccable ethics.
- Customer focused (i.e., problem solver, long vs. short term thinking, win/win)
- Drive to win, make more money than his/her peers, and be a key part of a success story
- The candidate should have hands-on experience in recruiting and managing sales partners
- Self motivated personality with proven capability to work independently
- Desire to contribute to India's future generations by expanding PC computing access

The successful candidate that we seek is an energetic, confident, and driven sales leader with strong communication and relationship building skills. Ideally, he/she will have a blend of both large company and small company experience, possessing a strong team orientation, entrepreneurial nature, and proven track record of successful sales leadership.

Education

An undergraduate degree in Engineering or Management from a reputable institution.