



Channel Sales Manager for NComputing

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 Managers to manage an assigned territory that includes CDW

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 creating and executing a strategy successful territory and account growth. The role will require the candidate to:

- Build a business plan to scale revenues that outpace market growth expectations
- Build a robust channel network, including all level of reseller interaction
- Develop innovative marketing and sales programs to drive reseller mindshare and revenue growth
- Responsible for account ownership and advancing partner relationships.
- Responsible for meeting assigned quota and will also be responsible for achievement against a set of annual and quarterly mutual partner objectives.
- Expected to analyze and expand business of existing accounts and partners.
- Working with marketing to create awareness and demand for Ncomputing products through partner quarterly and annual marketing plans and sales incentive programs.
- Expected to have, grow, and maintain high-level relationships with identified territory partners across key functional groups.
- Expected to raise sales barrier and relationship issues and provide suggestions regarding resolution on behalf of customer and partner and across the channel.
- Must balance Ncomputing corporate initiatives against the goal of maximizing revenue in the territory.
- Expected to handle complex negotiations in conjunction with the inside sales team for accounts and partners.

Requirements

The Channel Sales Manager will be a strong leader with a proven track record in selling computing hardware (PCs, servers, peripherals) or software through the channel 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 the technology space and should have a passion for bringing a new technology to the 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 or appropriate software through the channel network. Prior experience in selling networking or access products desirable
- Experience in working with National Reseller partners and systems integrators
- Prior experience of selling into the public sector and SMB 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 winning team
- The candidate should have hands-on experience in recruiting and managing sales partners
- Self motivated personality with proven capability to work independently
- Ability to travel within the US where required
- Expectation to initiate and productively contact partner key contacts assigned to top opportunities.
- Drive the creation and execute on quarterly marketing initiatives to drive territory business.
- On-site engagement with partner sales and SE teams to assist on customer calls, quotes, resolution of customer issues answer product line questions regarding technology and licensing.
- Coordinate channel enablement activities, including sales and SE led technical trainings
- Possess in-depth knowledge of the desktop and virtualization market and present the Ncomputing value proposition to end users and partners
- Conduct sales trainings and execute on weekly marketing activities in the plan
- Nationwide travel conducting sales calls with partners and customers.
- Deliver objectives & strategies which will contribute to the overall business plan to achieve assigned goals
- Administer Deal Registration, and partner inventory
- Develop weekly forecasting and reporting to management
- Grow & deliver pipeline reporting

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

Degree level candidates expected.