

Channel Account Manager, Strategic Accounts

Opengear – Chicago Area

Job description

Opengear is looking for a Channel Account Manager to support and manage several strategic partners in NA. This individual will be responsible for driving rapidly increasing revenue of these partners. This individual will wear many hats; maintaining and creating business plans for the accounts, conducting trainings and presentations, and help developing marketing programs at the partners.

The Channel Account Manager will be focused on truly understanding the business of each one of these partners and developing strategies to make them more profitable through our partnership. We are looking for people who are adaptive, consultative, creative, relationship-oriented, consistent, hardworking, and persistent.

The ideal candidate for this role likes to solve problems, is self-motivated, and enjoys collaboration with peers and has the leadership to grow these partners and grow his/her own professional skill set.

Responsibilities

- Develop new contacts within accounts (inside sales, regional sales managers, sales engineers, product marketing)
- Maintain quarterly business plans for top partner accounts
- Call on accounts to uncover new opportunities
- Set up trainings within accounts (on-site and WebEx)
- Develop awareness and promotional activities with Channel Sales Manager (CSM) and Channel Marketing Manager (CMM)
- Help develop and oversee marketing and incentive programs to drive sales
- Help CSM at Channel trade events and other events as needed
- Attend sponsored events with accounts
- Collaborate with the Channel Sales Manager to support the overall growth of accounts

Requirements

- 5+ years experience in sales or channel management
- Excellent interpersonal and facilitation skills
- “Hunter” mentality
- Strong executive presence and financial acumen
- BA/BS Preferred