



Position: Distribution Sales Manager - Americas

Job Location: Remote from home office

Department: Channel Sales, Americas

Reports To: Director Channel Sales

Summary

Opengear is a global company, owned by Digi International (DGII), developing innovative software and hardware products for Network Management. Opengear Network Resilience solutions are trusted by major enterprises globally for delivering secure, resilient access and automation for their critical IT infrastructure. We are looking for a Superhero to drive our continued channel growth.

Reporting to the Director of Channel Sales, the Distribution Sales Manager will be focused on managing our distribution relationships and working with the channel sales team in the Americas region. This individual will work out of a home office and travel to clients and events as required.

Primary Responsibilities

The Distribution Sales Manager will work with the Opengear Sales and Channel Sales teams to drive sales revenue through our distribution partners for the full line of Opengear Hardware and Software Solutions. They will create and execute plans to build our distribution programs overall, drive coordinate and leverage activities for distribution programs, manage activities related to program activities, maintain, and manage product stock to help with order fulfillment.

- Manage the overall business relationship with our distribution partners
- Work directly with leadership to plan and execute our overall distribution sales strategy and playbook
- Develop and manage distribution sales channels and help to identify emerging partners
- Actively engage with distribution network and collaborate with Channel Marketing on marketing initiatives
- Schedule regular business reviews with the distribution and the program managers
- Report on distribution sales activity and forecasting to sales teams
- Execution of go-to-market activities including field events, conferences, campaigns, and other programs to increase lead generation, account mapping, and pipeline development
- Evangelize Opengear and distribution's joint value proposition with sales teams to ensure awareness, collaboration, and field engagement
- Develop enablement and training plans to ensure distribution sales teams are equipped to position products/solutions and compete effectively to meet revenue objectives

Requirements/Qualifications

- Bachelor's degree (or equivalent work experience) with over 10-years' experience as a Distribution Sales Manager
- Excellent written and verbal skills, with ability to present and interact with individuals at all levels
- Proven track record of successfully driving channel growth through relationships and marketing programs.
- Ability to manage vendors to meet deliverable expectations, timeframes and budgets. Deep understanding of channel programs and partner ecosystems
- Well organized and results-driven