

Turkey Jobs Expertini®

Channel Sales Manager - Turkey

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Company: OPSWAT

Location: Istanbul

Category: other-general

OPSWAT is a global cyber security company providing solutions for enterprises since 2002 to identify, detect, and remediate advanced security threats from data and devices coming into and out their networks. Trusted by over 1,000 organizations worldwide and with over 30 anti-malware engines, 100+ data sanitization engines and more than 25 technology integration partners, OPSWAT is a pioneer and leader in data sanitization, vulnerability detection, multi-scanning, device compliance, and cloud access control.

OPSWAT. Protecting the World's Critical Infrastructure

The Position

OPSWAT is looking for an experienced Channel Manager, Turkey to assist in the execution of OPSWAT's strategic channel expansion. The Channel Manager's primary role is to steward the Global Channels Strategy in the assigned territory, by means of assisting in the mapping, recruitment, enablement, and management of an expanding channel ecosystem.

This is a very dynamic role, covering operational aspects of relationships with channel partners, as well as strategic ones. Ultimately, the objective is to scale OPSWAT's value-added channel and foster exponential productivity and growth.

The position reports to the VP Global Channels and will have daily interfacing, alignment, collaboration, direction with and from the META VP Sales and the Regional Sales Managers. The ideal candidate will have multiple years of continually exceeding sales quotas by means of having recruited, enabled, and managed a value-added channel focused on Enterprise-type IT/OT security and SaaS sales opportunities.

This position is based in Dubai and will primarily cover the United Arab Emirates territory

(may include coverage of other GCC countries).

What You Will Be Doing

Building and scaling a channel ecosystem (and, as a result, a customer base) for new business within the assigned territory; successful channel prospecting methods should be second nature to you

Under direction of (and in conjunction with) your manager, execute the various steps of channel partner onboarding, enablement, and business planning (sales/demand gen)

In close collaboration with the related Regional Sales Manager, ensure that the Sales portion of Business Planning is being executed on a continuous basis by the channel partner (ie, account mapping, pipeline creation, opportunity management, forecasting)

Respond to inbound channel leads and appropriately manage them according to direction provided by your manager.

Be a primary POC for channel partners in the territory for all tactical/operational aspects (ex., access to Channel Partner Portal, OPSWAT Academy, resources, etc).

Develop thought leadership and a trusted advisory relationship with your partners, customers and prospects.

Assist partners in developing and executing sales strategies and tactics to sell OPSWAT products, solutions, and services to exceed your sales quotas.

Communicate value propositions to partners and customers that speak intimately to their needs and requirements.

Maintain extensive account and opportunity detail in Salesforce CRM, including account business plans, customer touch points, sales inhibitors, etc.

Forecast and report revenue projections accurately to management.

Overachieve on annual quota, measured quarterly.

Exude excellence while constantly being fanatical about delighting our customers and promoting our products.

Be a constant expert in cyber-security and use this knowledge to plan for the future – you

love to learn and grow.

What We Need From You

Bachelor's degree or equivalent experience.

7 – 10 years Channel and Business Development experience with at least 5 years of security and/or enterprise software sales (extra points for experience selling cyber security solutions for larger companies).

Professional proficiency in English and local languages as needed.

Can demonstrate consistent quota attainment track record selling complex-solutions to enterprise customers by means of mapping, recruiting, enabling, and managing a highly-productive channel partner ecosystem.

Technical familiarity with cyber security products and operating systems, ability to comfortably articulate technology and value proposition to solution users as well as C-level executives.

Highly accurate pipeline management and forecasting expertise via channels.

Excellent time management skills, and work with high levels of autonomy and self-direction.

Self-motivated with a winning attitude, highly competitive, ramp quickly, are extremely adaptive, and pride on exceeding sales goals

Ability to travel as necessary to your assigned channel partners and/or customers, and to Company meetings.

Highly ethical and professional personal conduct.

Team player.

Excellent communicator.

It Would Be Nice If You Had:

Technical experience in enterprise or application software or networking solutions, ideally in the network or device security market.

Knowledge of sandbox and anti-malware products and markets.

Technical familiarity and understanding of APIs.

Background in software development, IT/IS administration, or CIS.

Professional fluency in additional languages.

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