

CHANNEL SALES MANAGER

Location: East Coast, USA (work from our office/home office)

C2C, a market leader in email archiving and management solutions, is seeking a Channel Sales Manager (CSM) with excellent communication skills and a consistent track record of exceeding quota to facilitate the growth of channel revenue.

The CSM, with limited supervision, will be required to find, develop and nurture existing and new reseller channel partners while building customer relationships at all levels.

The successful applicant will possess an industry reputation for competence, professionalism, integrity, and a passion for winning.

Abilities:

- Understand specific market background, requirements, and infrastructure attributes, and apply this knowledge to sell C2C solutions to existing and potential new partners and their customers
- Drive account strategies and coordinate team-selling efforts to close business
- Manage multiple channel partners and maintain accurate forecasting and clear management communication
- Drive reference able customer satisfaction in all assigned accounts

Skills and Qualifications:

- Minimum 5-7 years successful channel experience selling enterprise storage, messaging, security, networking or operating infrastructure solutions
- Consistent track record of exceeding quota while maintaining customer loyalty and required revenue generation
- Experience in finding, developing and managing channel partners
- Able to manage sales processes through channel partners
- Strategic account planning experience
- Industry experience in storage, networking, infrastructure and messaging products
- Excellent communication, presentation, problem solving and time management skills
- Willingness and ability to travel 50% of the time
- Competitive, refuse-to-lose attitude, strong work ethic, and excellent team building and influencing skills
- BA/BS in Business, Management, Computer Science, or Engineering fields
- Existing relationships with partners in Eastern US or experience of identifying are necessary

C2C offers email archiving and management solutions, which reduce risk, optimize performance and minimize compliance issues for over three million users at more than 2,000 organizations world-wide.

Based on their in depth understanding of message management, C2C developed its award-winning Archive One suite to help organizations comply with industry regulations and minimize mailbox size. C2C also offers rapid-response tools for email performance, security and crisis control.

The Company, a Microsoft Gold Certified Partner, supports organizations in the government, manufacturing, finance, education and healthcare industries, including Fortune 1000 companies. Established in 1992, C2C is a privately held company with US offices in Massachusetts and Berkshire in the UK.

If you want to work for a company that has received accolades from leading analysts in a market projected to achieve fourfold growth in next 3 years, contact hr@c2c.com with your resume.