



Management type: Employee
Category: Sales
Location: France
Travel Involved: 35% of time

Posting Title: Territory Sales Manager

COMPANY SUMMARY:

inWebo's multi-factor strong authentication secures access against identity theft, account theft and phishing. inWebo offers a complete SaaS platform for strong authentication management. It combines two key elements: maximum security and a frictionless user experience.

inWebo's strong authentication solution is used for :

- Secure access to corporate networks by integrating with various access points (VPN, SSO, ADFS, IAM, PAM, etc.).
- Integrate strong authentication directly into vulnerable consumer applications (such as online banking), using SDKs as white labels to authenticate access and seal user transactions.

POSITION SUMMARY:

Sells the company's products and services within a defined geographic territory or account list. Prospects and develops business, responds to RFPs, and develops sales proposals for presentations to new or existing customers. Coordinates account resources with representatives from marketing, pre-sales engineering, and engineering development. Plans for and manages territory resources, leveraging channel partners in order to achieve revenue goals.

RESPONSIBILITIES/DUTIES :

- Territory and account planning
- Building and maintaining strong business relationships with senior level executives and with inWebo channel partners
- Achieve and exceed revenue targets by acquiring new customers and up selling or cross selling to install base customers
- Work closely with field marketing and channel to build pipeline and build own pipeline

- Close deals with partners
- Responsible for accurately updating CRM tool
- Collaborate closely with other inWebo team members to ensure alignment and integration of sales and channel strategies, projects and programs for successful implementation and execution
- May perform other job duties as directed by Employee's Leaders

MINIMUM QUALIFICATIONS:

Required Skills and Experience:

- Must have an excellent understanding of channel partner dynamics and be able to demonstrate experience in running complex, solution-based, sales campaigns with large corporate and/or government organizations ideally in relation to security management software.
- Must have extensive experience working with value added resellers (VARs) with a proven understanding of various business models, particularly as it relates to complex software sales.
- Demonstrated ability to identify, qualify and close 6 figure sales opportunities
- Demonstrated ability to meet and exceed bookings and revenue targets consistently: quarter to quarter and year to year
- Experience partnering with Value Added Resellers, National Value Added Distributors, Strategic Global Systems Integrators and Hardware Manufacturers
- Excellent verbal and written presentation and communication skills
- Good reputation in the region
- Ability to identify key decision makers and work at the "C" level
- Experience working with various channel partner types
- Ability to follow through and meet deadlines
- Experience working in a global, multilingual organization
- Strong organizational skills with ability to handle various tasks; attention to detail

Preferred Qualifications:

- Minimum 8 years work experience in the high technology industry
- Experience using a CRM to manage the sales cycle and forecast
- Training in a major sales methodology such as Target Account Selling

Education/ Licensing/Certification:

- 4 year degree or equivalent experience

Travel: Up to 35% of the time