

Channel Account Manager - LATAM

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Company: Saphunt

Location: Argentina

Category: arts-design-entertainment-sports-and-media

The Offer

A role that offers a breadth of learning opportunities

Flexible working options

Attractive Salary & Benefits

The Job

ROLE RESPONSIBILITIES

Identify relevant VARs/partners who sell relevant cloud or security services to end customers that meet our ideal customer profile

Make contact through combined social media, email, phone and following repeatable process and creating + using templates wherever possible

Position Plurilock AI products and services in the best light to recruit partner

Handling objections

Gaining commitment and closing relevant paperwork

Once signed up, conducting group and individual of individual partner sales reps

Collecting 6 leads per rep and executing joint sales calls: (do it for them for 2, o it with them for 2, they do it for 2)

Negotiating individual deals

Maintaining consistent activity levels and providing both automated and manual reporting

Proactively maintaining impeccable records in corporate CRM

Working closely with Dir of Cybersecurity for training and enable and reporting to COO

The Profile

+5 years experience as a CAM for a cloud and/or cybersecurity

Extensive network of resellers in the LATAM region

Superior interpersonal skills, strong sense of diplomacy

High degree of integrity and transparency

Excellent oral and written communication skills in English

The Employer

Our client is a global identity-centric cybersecurity company that provides (a) advanced and continuous authentication using behavioral biometrics and artificial intelligence solutions; and (b) products and services that proactively prevent, secure, and manage advanced threats and malware, to enterprise & government customers.

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