

JOB DESCRIPTION

Job Title:	Channel Sales Executive
Department:	Sales
Location:	Theale
Reporting to:	VP UK Sales & EMEA Channel

About Clearswift

Clearswift is trusted by organizations globally to protect their critical information, giving them the freedom to securely collaborate and drive business growth. Our unique technology supports a straightforward and 'adaptive' data loss prevention solution, avoiding the risk of business interruption and enabling organizations' to have 100% visibility of their critical information 100% of the time.

Clearswift operates world-wide, having regional headquarters in Europe, Asia Pacific and the United States. Clearswift has a partner network of more than 900 resellers across the globe.

More information is available at www.clearswift.com

Clearswift Values

Show *passion* in what we do, drive for *innovation* in everything we do and continuously *collaborate* to make a difference.

The Role

To contribute to regional (UK and Ireland) sales performance by supporting Channel Sales and Mid Market activity. To meet an individual quota for net new-logo sales in sub 251 user end users. To work on Projects – such as Over Usage – when directed.

Key Responsibilities

- Calling prospects generated by channel marketing and sales activity.
- In conjunction with Channel Sales executives work proactively with focus partners to identify and close new business opportunities
- Develop and close sales opportunities with organizations with less than 251 employees.
- Support cross sell and upsell campaigns into existing customers in the Mid Market territory
- Update Salesforce CRM system with all relevant client and activity information.
- Create quotes for channel partners and Mid Market Account Managers when required
- Work with UK Channel Manager & Marketing to assist in developing Campaigns to generate leads in the sub 251 user space with relevant messaging
- Work on site with channel partners as directed by UK Channel Manager to generate new business leads

Skills Profile

- Demonstrate a deep understanding of Clearswift technology and be able to articulate the benefits to end users.
- Fluent written and verbal skills in English essential (regional native speaker)
- Must be number literate and able to work out sales margins and discount levels.
- Excellent telephone skills and manner, with clarity of verbal communication and confidence.
- Excellent listening skills are essential.
- Ability to establish rapport, show empathy and build strong relationships instantly over the phone. (essential)
- This position is telephone based, so requires long hours on the phone during the working day. So self-motivation is essential.
- Good PC skills including required Microsoft Word, Excel and Outlook. Salesforce CRM experience preferred, but training provided.
- Team orientated.
- Emotionally robust and results orientated.
- Enthusiastic, positive, tenacious and disciplined, able to follow through on actions over a period of time.
- Experience in similar role with a software vendor, distributor or reseller a preference

Other

The job is located at our offices in Reading, Berkshire

clearswift

RUAG Cyber Security

Name:	
Signature:	
Date:	