

## **Channel Manager (m/f)** **North-America**

The Inside Sales Representative will be responsible for driving sales geographically based territory in North America. You will actively manage opportunities through the entire solution selling process and be responsible for leveraging various sales tools and resources during the closing process.

### ■ **Responsibilities**

- Consistently increase revenue using various tools and methods including cold calling, prospecting and other sales resources to close business.
- Reliably forecast business on a monthly and quarterly basis to accurately predict revenue goals and build a consistent pipeline
- Manage and prioritize sales leads developed by the marketing organization and direct prospects through a series of questions to further qualify and competitively position azeti's unique product offerings
- Develop and build a pipeline of new business opportunities by using specific methods for territory development that includes cold calling, existing customers and channel partners
- Develop existing azeti customers into new business opportunities by cross selling and up selling into new projects and initiatives
- Learn the key features and benefits of azeti's products and service offerings to determine the appropriate product/service in a particular market or end user type
- Maintain level of key metrics to meet minimum activity requirements (call volume) on a consistent basis
- Maintain the sales database (SalesForce) including setting alarms for follow-up, lead tracking and pipeline development efforts

### ■ **Qualifications**

- Bachelor's degree or equivalent preferred
- 3-5 years experience in IT or high tech sales
- Proven track record of exceeding quota and business goals
- Quick learner with demonstrated sales ability
- Self starter with the ability to multi-task and manage time effectively
- Persistent sales professional with extensive cold calling experience
- High-energy individuals who enjoy selling in a fast paced, high growth company environment need only apply

If you believe you're qualified for this position, we want to hear from you! Send your resume to

#### **azeti Networks AG**

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