



## JOB OPENING

# CHANNEL ACCOUNT MANAGER (NORDICS)

### Overview:

*Resello is part of Pax8, the leading value-added cloud-based SaaS distributor, simplifying the cloud journey for our partners by integrating technology, business intelligence, and proactive service to deliver an unparalleled experience. Serving over 10,000 partners through the indirect sales channel, our mission is to be the world's favorite place to buy cloud products. We are a fast-growing, dynamic, and high-energy organization with a start-up feel, allowing you to make a meaningful impact on the business.*

*Culture is important to us, and at Pax8, it's business, and it IS personal. We are passionate, creative, and humorously offbeat. We work hard, keep it fun, and expect the best. We Elev8 each other. We Advoc8 for our partners. We Innov8 continuously. We Celebr8 life.*

### Position Summary:

The Channel Account Manager (CAM) supports partners in selling Cloud Services to their end customers. The CAM helps assess partner and customer needs, provides demo presentations, qualifies prospects, closes sales, and places orders.

A typical day involves speaking with customers and partners to identify needs for Resello/Pax8 Cloud Services.

## Essential responsibilities (includes, but is not limited to):

- Takes ownership and manages sales cycle, identifying prospects and closing new business with the primary goal of driving revenue and increasing Resello/Pax8 market share.
- Utilizes the Resello/Pax8 sales methodology and manages a 30/60/90 day sales funnel.
- Builds relationships with partner sales teams to strategize new sales opportunities.
- Identifies and understands the customer's business objectives and serves as a cloud technology expert providing business solutions to resolve the prospect's pain points.
- Provides support to other CAMs to qualify, quote, and close Cloud Service deals.
- Assists in training other CAMs on Cloud Services.

## Work Environment:

The modern workplace is in our DNA so working from home is not a problem. However, teamwork is also valuable, so we do encourage you to regularly come together in our offices in the Netherlands (Zwolle) or in Germany (Eschborn, near Frankfurt). We also invite Belgian residents to apply for this position.

We offer an international and dynamic job with a high degree of responsibility and fun, in one of the coolest and fastest growing industries in the world: IT. There is plenty of room for personal growth and you will be working closely with your energetic and skilled team mates.

## Ideal Skills, Experience, and Competencies:

- Native speaker of any Nordic language.
- Thrives in an energetic, competitive atmosphere.
- A team player that is accountable for results.
- Ability to consistently achieve revenue targets.
- Experience handling cold calling to close.
- Ability to acquire and/or demonstrate a solid understanding of business technology products and services for categories such as Productivity, Infrastructure, Continuity, and Security.

We know there's no such thing as a "perfect" candidate - Nor do we look for the right "fit" with us, we look for the Add! We encourage you to apply for a role at Resello/Pax8 even if you don't meet 100% of the bullet points. We believe in cultivating an environment where there is a diversity of perspectives, in hopes that we can all thrive in an inclusive environment.

## Physical demands:

Sedentary role; primarily involves sitting/standing.

## Travel Requirements:

Infrequent travel is expected.

## People Org Details:

Reports to:	Team Lead Sales
Location:	Zwolle (NL), Eschborn (Germany), Brussels (Belgium)
Position Status:	Full-time
Position Code:	CAM

## Apply for this job

Please send an email with your resume and motivation to [careers@resello.com](mailto:careers@resello.com).

Does this position not match your interest or experience? Don't worry, we also accept open applications.

*Please note that acquisition regarding our vacancies is not appreciated.*