



JOB OPENING

CLOUD GENERATION SPECIALIST (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:

Resello, powered by Pax8 is a fast growing company looking to add results-driven entry-level sales reps to our expanding sales team! We provide a fun, energetic environment with a lot of opportunities to learn and grow. If you want to excel in sales, this is the perfect place.

You will support partners in selling Cloud Services to their end customers. You will help assess partner and customer needs, and set appointments for our team of Channel Account Managers.

We love our partners, and our partners love us. We help them build revenue and succeed with cloud services.

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

- Develop new business via telephone and mass communication such as email and social media to introduce Resello/Pax8 Cloud Services and identify potential new Channel Partners.
- Providing a high-level overview of Resello/Pax8 products and services and set appointments to recruit new Channel Partners to the Resello/Pax8 program.
- Set 40 qualified appointments per month.
- Schedule presentations between prospects and Resello/Pax8 Cloud Solutions Advisors using our CRM tools.
- Develop and manage a consistent pipeline of qualified prospective opportunities.

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.
- Proven work experience as a Lead Generation Specialist, Sales Associate or similar role, or a fast learner with drive!
- Proficiency with social media (LinkedIn, Twitter, Facebook, Google+)
- Strong ability to work independently while supporting a team.
- Energy and desire to make numerous (40+) phone calls daily all while maintaining high motivation and a great attitude.
- Ability to communicate clearly and effectively through email and via telephone.
- Coachable and willing to learn.

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 are 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:

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

Apply for this job

Please send an email with your resume and motivation to 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.

