



Regional Sales Manager

Revinetix, Inc.

Reports To: Vice President, Sales
Location: Multiple locations available

Position Summary

Revinetix is currently seeking a qualified candidate with proven technical sales skills and channel partnership experience to manage, recruit, train and motivate a reseller network as Regional Sales Manager. In addition, the position requires you to work very closely with sales engineers and outsourced sales reps to recruit and develop dealers to achieve customer acquisition and margin objectives. You must possess a high level of both business and technical acumen - being able to understand the details of the technology and product offerings in order to clearly articulate our value proposition to prospective customers.

Responsibilities

- Participate in recruiting, training, motivating, and managing a dealer network
- Work closely with outsourced sales team of independent reps; training, motivating, and tracking progress.
- Guide the partners through technical training, sales order and implementation process as well as manage the daily activities to support ongoing revenue.
- Collaborate internally to identify proper product positioning, scripting, and product bundles; recommend changes as needed in order to optimize revenue.
- Research, identify and cultivate potential channel partner opportunities. Develop proposals, account or market plans, and assess channel partner performance on an ongoing basis.
- Manage and deliver sales reports to include but not limited to forecasts, market traction, lead follow up, and partner inventory levels.
- Facilitate access to key channel partner representatives and ensure Revinetix' and the sales representatives' interests are protected throughout the sales transaction.
- Ensure efficient and timely communication with customers and partners relative to promotions, new products and services, and other marketing and sales activities.
- Prepare and deliver presentations at major end user events as well as to the channel partners.
- Other duties as assigned.

Requirements

- Proven experience of at least 7+ years of developing 2 tier channel partnerships with established Distributors, VARS & SI's.
- 7+ years experience developing and managing channel strategies and programs.
- 8-10 years experience in Sales and the technology industry.
- 10 + years experience in sales management roles in a Channel/OEM environment. Specifically prefer experience establishing and managing dealer networks.
- Experience in developing relationships within the following markets a plus: state and local government, health care, education, and legal.
- Successful track record of selling network infrastructure equipment with verifiable track record of initiating revenue growth.
- Key end-user sales experience.
- Ability to learn and communicate sales messages.
- Strong communication, business writing and relationship building skills.
- Strong team player with ability to work on own initiative.
- Willing and able to travel extensively.
- Requires proficiency with the English language; competence in typing (40 wpm); and normal eye-site ability (must be able to see and interpret characters on a computer screen).

Email cover letter and resume to cmcmillan@revinetix.com