

Job Title:	Channel Account Manager
Status	Full-time
Reports To:	Channel
Location:	100 Lemn Street, London.
Hours:	Full-time Start time: 09:00 am, End time: 05:30 pm Monday – Friday
Holidays:	25 days plus Public Holidays

## Company Overview

Exponential-e was founded in 2002 and swiftly established a reputation for innovation and positive differentiation in the technology market. The business was amongst the very first to see the potential for Ethernet in the UK market and was the first in Europe to design and launch VPLS networks. Throughout the history of Exponential-e, a focus upon leveraging developments in technology to deliver profitable and innovative services to our clients and prospects has resulted in industry and peer recognition for our pioneering approach in the market.

With an expansive and established portfolio spanning Cloud, Data Centres, Virtualisation, Disaster Recovery, Business Continuity, Security, Unified Communications and Voice, Professional Services and of course Networking, Exponential-e is extremely well positioned within the market to deliver needs of clients. The depth and breadth of the portfolio and the commitment applied to provision of exceptional service quality has enabled the business to secure the trust of more than 2500 business clients. With industry leading levels of customer satisfaction the capability of the business is underwritten by client reference-ability and ensured our entry to the London Stock Exchange's Top 1000 Companies to Inspire Britain in 3 successive years

Indeed, the business has delivered a compounded annual growth rate exceeding 28% in the last 5 years. Last year alone, the business delivered 43% year on year growth in new business sales performance and the first quarter of 2016 was the 5th consecutive record sales quarter.

Due to continued growth, Exponential-e is currently seeking highly motivated and driven sales professionals with genuine desire to earn well in excess of six figures. The sales compensation plan, which offers uncapped earnings potential pays 50% commission upon order and 50% deferred for two months. Quarterly and annual incentives offer still further scope for significant earnings. Many top performers within our business are exceeding earnings of £150,000 per annum.

We look forward to discussing your career development aspirations and ambitions with you!

## Mission Statement

*Achieve the status whereby **Exponential-e 3.0** is formally acknowledged among our peers, competitors and clients as the most advanced and innovative business technology enabler in **The World**. A 'world-class company . . .'*



### Overall purpose of the job:

- To “develop” channel accounts to increase revenues in line with set targets. The objective is underpinned by the need to provide partners with significant commercial advantage.

### Key responsibilities for this job:

- To build lasting relationships with partners and increase spend with Exponential -e
- To plan sales strategies and work closely with marketing to raise awareness of Exponential -e and build a strong pipeline
- To ensure that targets are achieved
- To competently and knowledgeably advise partners on network solutions and services that best fulfil their customer requirements, undergoing full assessments and analysis of client needs
- To align Exponential-e portfolio within partner services and ensure partners sales teams are aware of positioning and benefits
- To negotiate pricing with partners to achieve sales in line with Exponential-e's pricing policies and client requirements
- Conducting face to face channel meetings with partners and their clients
- Managing internal resource and interfacing with internal departments
- To achieve personal/career advancement goals in line with Exponential-e's personal development program
- Any other fair and reasonable task or duty assigned to you by your Manager, or other senior Exponential -e Ltd staff member

### Knowledge and experience required:

- Consistent channel sales record within the telecoms, ISP, carrier or systems integrator space
- Knowledge of data connectivity, WAN and Internet network technologies
- Excellent communication and interpersonal skills are required, with the ability to 'win trust', selling on the quality and integrity of Exponential-e
- Must be driven, self-motivated and disciplined
- Articulate and polished with a professional approach to sales
- Eager to learn and develop

