

SELLBYTEL

Our Company **SELLBYTEL Group** is actually expanding our B2B Inside Sales Project with our client **HP ProCurve**, and is actually looking for **Inside Partner Account Managers** for the **Danish, Austrian and Swedish Markets**.

In this position you will be responsible to manage a provided set list of ProCurve Select Partners, to enable them to achieve their individual quarterly revenue sell out target (Each PAM will receive a list of ProCurve partners and The subsequent target must be achieved through these partners).

Select Partners are chosen mainly with the ambition of penetrating the SMB (with more focus on Mid-Market) End User segments.

The objectives and responsibilities are:

- Developing ProCurve sales.
- Develop business and Marketing plans to grow business
- Execute agreed business plan
- Develop competences and certification for ProCurve
- Ensure partners are always aware of any promotions , trainings &&& programs
- Detect and Provide transparency of the qualified opportunities (into CRM the ProCurve funnel management tool) and take actions to close them with partner
- Push promotions (and marketing related activities)
- Provides reliable monthly funnel/forecast data (weekly or bi-weekly)
- Keep updated the Partner information into the tools (contact, activity, assessment)
- Communicate Event, webinars, webcast information and ease registration
- Manages product roll-overs across category (roadmap, availability, ...)
- Single Point of Contact (SPOC) for the ProCurve Select Partners on their account list

Do your skills and experience qualify for this role? You will need to be:

- Native speaker of the target market (Danish, German/Austrian or Swedish)
- Excellent English + communication skills (verbal + written)
- Previous Sales + IT experience
- Positive attitude, goal orientation

Personal Characteristics:

- Comfortable speaking with business users at all levels
- Strong individual contributor as well as a team player
- Handle project tasks with minimal direction and supervision
- Highly organized and detail-oriented
- Goal oriented and target success driven
- Positive attitude and flexibility in prioritizing workload

We offer:

- Annual Salary: 22.080€ gross/year
- Variable Salary: Up to 7.260 € gross annual paid at the end of every quarter (Up or target achievement or overachievement)
- Location: Barcelona Center
- Contract: Long term Contract
- Free Catalan and Spanish lessons

If you are interested please send your CV to: career@sellbytel.es

SELLBYTEL GROUP S.A.

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