

# United Kingdom Jobs Expertini®

## CSP Sales Executive

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Company: Cloud Software Group

Location: United Kingdom

Category: other-general

The CSP (Citrix Service Provider) Sales Executive is responsible for sales and strategic management across a dedicated set of MSP customers. The CSP Sales Exec ensures predictive revenue models through negotiations of strategic, mutually beneficial, agreements. As we transition programs and our overall engagement strategy at CSG, this includes re-negotiations of longer term, annually recurring revenue models with these customers versus short term, models traditionally payable on a month-to-month basis. This evolution and shift in strategy will require the successful incumbent to be fluent in change management principles with a strong ability to spearhead intense negotiations leading to revitalized outcomes across the assigned partner territory.

### Responsibilities

- MSP/ISV management across dedicated set of customer accounts. This includes establishing strong communication with Executive sponsors and key stakeholders within the assigned customers.
- Ensure Customer Retention and Expansion within dedicated MSP customers by leveraging CSG resources to ensure customer satisfaction and technical performance and continuously articulating the value and ROI of leveraging CSG technologies.
- Lead negotiations of transition from MRR (monthly recurring revenue) customer consumption to (annual recurring revenue) ARR customer consumption by securing updated partner agreements; lead subsequent expansions
- Retain and Grow Annual Recurring Revenue (ARR) and Net Retention Rate w/in CSP customers according to defined targets

-Responsibility for forecasting, negotiating and securing CSP bookings across dedicated customer base

- Delivery of key reports, accurate sales forecasts, and pipeline analysis to leadership and key stakeholders**
- Work with MSP customers to understand their business needs and drivers to identify expansion opportunities for CSG solutions**
- Build a network of stakeholders and executive sponsors within your MSP customers**
- Collaboration with Strategic Partner Management team to drive world class partner experience**
- Collaboration with CSG distribution team to drive alignment and operational efficiency**
- Alignment with BU team to drive collaboration and sales play execution MSP/ISV community**
- Work with MSP customers to understand their business needs and drivers to identify expansion opportunities for CSG solutions**

#### **About Us:**

Citrix and TIBCO recently merged to create Cloud Software Group, now one of the world's largest cloud solution providers, serving more than million users around the globe. When you join Cloud Software Group, you are making a difference for real people, each of whom count on our suite of cloud-based products to get work done — from anywhere. Members of our team will tell you that we value diverse lived experiences, passion for technology, and the courage to take risks. Everyone is empowered to learn, dream, and build the future of work. We are on the brink of another Cambrian leap -- a moment of immense evolution and growth. And we need your expertise and experience to do it. Now is the perfect time to move your skills to the cloud.

Cloud Software Group is firmly committed to Equal Employment Opportunity (EEO) and to compliance with all federal, state and local laws that prohibit employment discrimination. All qualified applicants will receive consideration for employment without regard to age, race, color, creed, sex or gender, sexual orientation, gender identity, gender expression, ethnicity, national origin, ancestry, citizenship, religion, genetic carrier status, disability, pregnancy, childbirth or related medical conditions (including lactation status), marital status, military service, protected veteran status, political activity or affiliation, taking or requesting statutorily protected leave and other protected classifications.

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