

Distribution Accounts Manager

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Company: SonicWall

Location: United Kingdom

Category: other-general

Ready to do your part in the world of Cybersecurity? SonicWall is a leader in cybersecurity and networking solutions that put our partners at the heart of our innovation to ensure ease of doing business in a world full of opportunities. With more than a 30-year history, we embrace an outside-in approach, listening and learning from our partners and customers to provide the outcomes their organizations require.

If you're ready for a career that can impact real change — and not just another job — join us!

Distribution Account Manager – North Region

SonicWall is currently seeking a Distribution Account Manager (DAM) to join the organization and serve as part of our Distribution Account Team. As a member of the team, you will be responsible for helping drive sales through our Distributors. Among other responsibilities, position objectives entail close partnership with the Regional SonicWall Sales Team, and Partners.

Primary Responsibilities:

- Driving revenue growth – Manage Sales In and Sales Out through distribution
- Partner Recruitment - Work alongside the Distributor BDMs to identify potential new partners.
- Engage and support our channel partners in activities to assist in pipeline growth and revenue

- Enhance and further build relationships with Distribution Partners based upon knowledge of SonicWall's technology, products, and services through SonicWall University
- Promote and drive marketing campaigns with Distribution to and through Partners
- Business Planning – Build track and measure outcomes on a weekly/monthly and hold Quarterly Business Review
- Manage – Inventory, Compliance & Certification, Targets, KPIs and rebate planning,
- Forecast – Weekly on Sales Out and Sales In, and unmanaged business
- Liaises between Customers, Distributors, Partners and the SonicWall sales organization

Skills Required:

- Strong communication skills, both written and verbal
 - Critical thinking
 - Communication (Ability to combine complex data and analyses into actionable business plans which facilitate decision-making; Ability to engage in active listening and draw out key conclusions from colleagues, Partner, Distributor and Customer relationships)
 - Proven ability to meet tight deadlines, multi-task and prioritize workload
 - Ability to manage multiple competing priorities simultaneously and drive projects to completion
 - Excellent analytical and problem-solving skills
 - Must be a self-starter with ability to follow through on projects assigned
 - Strong knowledge of the distribution ecosystem and environment
- Strong skills in cross functional collaboration
- 4 Years + relevant work experience preferred
 - Knowledge of Microsoft applications
 - Strong understanding of Salesforce.com or similar CRM platforms
 - Valid driving license required

Travel required: 60%

Education:

- College or University degree preferred

Additional Languages to English would be a benefit.

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Cross References and Citations:

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