

## Inside Channel Account Executive

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Company: Delinea

Location: United Kingdom

Category: other-general

### Summary:

As a internal Channel Account Manager you will serve as a point of contact for non focused regional partners and will work daily with the Delinea external sales teams and supporting Delinea business units functions to develop pipeline and manage the needs of the partner. A secondary function is to support the external Channel Manager on various partner management tasks.

### What You'll Do:

Develop where appropriate beneficial relationship with the partner and/or distributor

Ensure all partners are enrolled into Delinea's partner program and deliver assistance in accessing the required resources

Coordinate & provide enablement/ training activities with the partner sales teams by utilizing the existing development tools within the partner portal and education online systems.

Coordinate the engagement of Delinea sales & SE team with our partners to enable and drive existing and new logo business for Delinea

Coordinate the engagement of Delinea marketing team with partners to enable and drive existing and new logo business for Delinea via events and campaigns where applicable

Regularly conduct lead generation activities with channel partners within assigned territory to grow channel sourced opportunity and revenue

Ensure partner details are up-to-date and exist within the Partner Portal and SFDC.

Act as a facilitator between partner and Delinea's commercial or enterprise sales team.

Help co-ordinate pre sales engagement/ demos of Delinea's solutions for existing & new clients.

Responsible for ensuring deal registrations are approved/rejected in line with program guidance

Grow Delinea channel deal registrations and revenue sourced within assigned territory

Build and manage a contact database of sales/pre-sales and key partner executives within Delinea's contact management systems

Work with Delinea sales team to ensure sales transactions are swiftly flowed from partner to distribution to Delinea.

Arrange regular product briefing ( one to many style) with your respective partner community to drive awareness and education to various partner personas.· Achieve assigned quota for company products, services and software.

Recruit and develop business relationships with new partners

### **What You'll Bring:**

1-3 years of experience within IT Sales.

Languages. A prerequisite is English and appropriate language/s for the region being hired to manage are as follows:

- Central – Language required - German
- South – Languages required - French and Italian (Spanish bonus)
- META – Language required -Arabic (French bonus)

Experience in engaging with partners in a commercial role.

Ability to partner and communicate effectively with others in the account to ensure coordinated efficient account management.

Understanding of pipeline management discipline and ability to explain benefits to

partners/other sales teams members.

Independent judgment methods, techniques, and evaluation criteria for obtaining results.

Excellent communication skills: you are articulate, straightforward, thoughtful, and consistent.

Strong attention to detail and administration discipline and cadence.

An ability to create relationship working in a remote or virtual way.

A team player mindset – you're at your best in a closely collaborative environment.

Ability to work under pressure at certain times.

Some travel may be require from time to time.

Languages. A prerequisite is English and appropriate language/s for the region being hired to manage

### **Bonus if you Have:**

Bachelor's degree in Business, Science, Technology, Engineering, Math, or an additional 5 years of equivalent experience.

### **Delinea Culture & Benefits:**

#### **Why work at Delinea?**

- We're passionate problem-solvers doing our part to make the world a safer place.
- We invest in people who are smart, self-motivated, and collaborative.
- What we offer in return is meaningful work, a culture of innovation and great career progression!

At Delinea, our core values are STRONG—Spirited – Trust – Respect – Ownership – Nimble – Global – and guide our behaviors and success. We believe weaving these core values into our day-to-day actions, and our process for hiring, evaluating, and promoting employees, helps us cultivate a work environment that embraces collaboration and camaraderie.

We take care of our employees. We offer competitive salaries, a meaningful equity and bonus program, and excellent benefits, including full suite health and wellness plans (specific to individual country plans), generous discretionary time off (DTO), and paid holidays. We support

all families with paid leave, specific to individual country plans, for new birth, adoption, surrogacy, or foster-to-adopt primary caregivers.

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