

Channel Sales Specialist for Bluebeam Software

PURPOSE AND OBJECTIVES

The primary responsibility of the Channel Sales Specialist is to develop and enable the business of assigned partners, working closely with the Channel Sales Manager. The Channel Sales Specialist will be an integral member of the Channel Team, charged with providing excellent pre-sales support, building relationships with partners, and advising partners on entering new business areas and vertical markets.

In this role, day-to-day activities include working with partners to develop business and sales plans, coaching and training partner staff, and providing pre-sales support. The Channel Sales Specialist must be comfortable on the telephone and giving web-based presentations.

EXPECTATIONS AND TASKS

Partner Business Planning

- Create, monitor, review and execute business and sales plans together with assigned partners using standard tools and templates
- Manage partner pipeline, coverage and reporting (quality, quota pipeline coverage etc.)

Partner Development & Relationship Management

- Work with partners to improve their business performance
- Identify opportunities to establish new business areas for the partner and work towards establishing these
- Monitor partner's performance, including partner satisfaction, and develop action plans to correct as necessary
- Effectively communicate Bluebeam product value proposition
- Drive partner readiness to deliver service and support

Channel Partner Enablement

- Provide communication to partners regarding relevant partner initiatives and programs (campaigns, tools, products, price-changes, etc.)
- Facilitate development and training activities for partners, working together with all necessary subject matter experts

Channel Pipeline Generation & Channel Sales Management

- Support partner sales in order to achieve targets
- Assist partners in interacting with prospects in large or complex deals, coordinating customer demos with Account Services team
- Provide coaching as needed to partner sales reps to shorten sales process and improve win rate in order to achieve real volume business
- Escalate critical deals/customer issues to supervisors
- Coordinate demand generation activities of Bluebeam partners to ensure healthy pipeline

EDUCATION AND QUALIFICATIONS

- Bachelor's degree
- Minimum 2 years experience in software or technology sales, marketing or business development
- Ability to articulate and position Bluebeam Value Proposition
- Excellent interpersonal and presentation skills
- Knowledge and understanding of Channel dynamics
- Knowledge of AEC and PDF markets

Bluebeam offers a competitive salary as well as an annual incentive bonus based on performance. Our excellent benefits package includes medical, dental, disability, and life insurance, 401k, and paid time off.

If you think you are good match for the Bluebeam team, please send the following to work@bluebeam.com :

- Cover Letter
- Resume

About Bluebeam:

Bluebeam Software develops smart, simple PDF creation, markup and editing software for paperless workflows. Our award-winning products are used by the world's top architecture, engineering and construction firms, as well as government agencies. We also have a strong following among tablet PC users, students and educators, accountants and even lawyers. Our company is an open, creative environment in which we work hard and have a great time in the process. If you have a strong work ethic and undying desire to make things your own, then Bluebeam just might be the right place for you, too. Learn more about us at www.bluebeam.com.

Learn more about what it is like to work at Bluebeam by watching our recruitment video:

[http://www.bluebeam.com/web07/us/company/bluebeam_recruitment.html?keepThis=true&TB_iframe=true&height=530& width=848](http://www.bluebeam.com/web07/us/company/bluebeam_recruitment.html?keepThis=true&TB_iframe=true&height=530&width=848)

**We are seeking local candidates only. Unfortunately, relocation will not be provided.