

Channel Sales Surface

Profession: Sales

Discipline: Channel Sales

Role: Channel Sales

Job Posting Title: Channel Sales SMB - Surface

Overview

Microsoft's mission is to empower every person and every organization on the planet to achieve more. We come together with a growth mindset, innovate to empower others and collaborate to realize our shared goals.

The Global Partner Solutions team mission is to build and sell intelligent cloud and intelligent edge solutions with partners.

In the Channel Sales Small and Medium Business role we are looking for individuals with a passion for selling Surface and Modern Work solutions together through a set of prioritized and specialized partners.

Responsibilities

- [Partner Sales Execution] Channel Sales will support the partner on top deals and ensure close alignment between customer, partners sales team, Distribution Partner and other global service teams. You will orchestrate reviews of partner's pipeline, top deals, and consumption targets on a regular bases. The Channel Sales is accountable for revenue attainment and quota achievement.
- [Partner Development Management] In accordance with the Indirect Provider Partner Development Manager, you will leverage and recruit new distribution managed partners to grow business. You will interact with Modern Work and Surface partners to identify new opportunities to sell Surface products and services.
- [Microsoft Business Leader] You will execute regular partner reviews to track plan execution, identified gaps, and agrees on any correction of errors.
- You will work with selected customers as well to support the growth of Surface within these accounts

Channel Sales Surface

Qualifications

Required/Minimum Qualifications :

- 2+ years of core sales, channel sales, industry or solution selling, business development experience
- OR Bachelor's Degree in Sales, Marketing, Business Operations, Business Administration or related field AND 2+ years of core sales, channel sales, industry or solution selling, business development experience
- OR Master's Degree in Sales, Marketing, Business Operations, Business Administration

Additional or Preferred Qualifications :

- 2+ years of core sales, channel sales, industry or solution selling, business development experience
- Hardware commercial sales experience
- Microsoft Reseller or distributor partner experience
- Communication and sales skills