

# BE A PART OF SOMETHING BIG A PART OF SOMETHING GLOBAL

## PARTNER SALES MANAGER

### WE EXPECT THAT YOU HAVE



Deep knowledge and understanding of the development of winning sales strategies



Experience in B2B sales deals requiring administration of large, dispersed, virtual teams composed of industry, solution, technical, licensing and legal team members



Excellent prioritization skills



Minimum C1 level English both verbal and written

### AN ADDED BONUS WOULD BE



Demonstrated experience in selling to global/multi-national companies



WW or International experience and strong multi-cultural awareness



Attention to details

### THESE WOULD BE YOUR TASKS

Strategic planning of sales pipeline.  
Alignment with partner sales organizations in local markets

# 1

Actively participate in the pipeline planning process with partners to prioritize accounts by revenue and products

# 2

Excellence in Execution: Consistent, repeatable achievement of revenue, customer acquisition and consumption targets

# 3

Leverage and usage of key business insights to elevate customer conversation and action

# 4

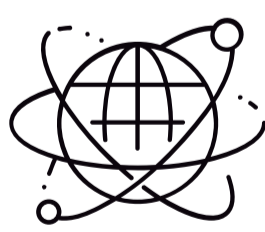
Present services, write proposals, take part in tenders, RFPs, RFQs

# 5

Plan and lead execution of Atea's Managed Services sales

# 6

### WE WILL PROVIDE YOU WITH



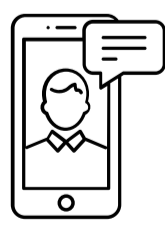
international and fast pace environment



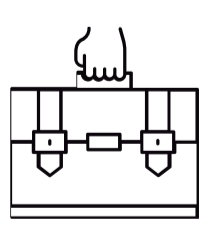
endless training and constant growth opportunities



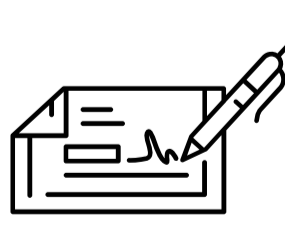
company events and an active social life



covered telephone expenses



modern office with free parking



company covered health insurance



great and motivated colleagues