



Job Description

Job Title:	Channel Sales Manager (CSM)
Reports to:	VP Sales
Job Type:	Permanent
Location:	EMEA – Remote

About CloudSphere

CloudSphere's unique data science approach to hybrid and multi-cloud **Cyber Asset Management** provides the only solution that automates the creation of a top-down, application-level view of a company's cyber assets. Our continuous Business Service Graphing saves countless personnel hours in constructing a meaningful real-time view of a company's entire IT estate. This newfound visibility shows where business services and related applications are running and how they interact with each other, dramatically simplifying important use cases like IT optimization, security posture, and compliance.

Headquartered in Los Altos, California and Dublin, Ireland, CloudSphere supports a diverse global customer base across industry segments including telecommunications, software, finance, manufacturing, healthcare, construction, and education. Following a significant strategic contract with Microsoft, CloudSphere is entering a significant phase of growth.

We are offering candidates an opportunity to join our company, make an impact and be a part of our future success. As a growing company, CloudSphere is an exciting and vibrant place to work and supports employee's ability to develop their skills and careers in a flexible working environment. We offer a wide range of benefits and a competitive salary.

About the role

An important role on our regional sales teams, the CSM has a proven track record of achievement in Inside Sales and/or Channel Sales roles over a period of 3+ years combined experience, selling software or SaaS offerings into commercial and/or enterprise customer accounts. The CSM will be working directly with CloudSphere's customers, partners, and prospects in the assigned territory in collaboration with regional sales engineering and other sales and partner / alliance team members. The CSM will largely be inside sales focused but will meet regularly in the field with CloudSphere partners and related events / meetings.

CloudSphere has a compelling value proposition for both Enterprise accounts and Managed Services Providers, in addition to a strong go-to-market partnership opportunity with several strategic alliances (including Microsoft, AWS, Google, HPE, and others).

Key Responsibilities

- Work as part of a regional sales team in collaboration with the Regional Sales Director and other members of the regional sales and partner / alliance team.
- Accurately forecast sales opportunities and maintain opportunity details in salesforce.com (company's selected CRM solution).
- Have a disciplined approach to pipeline development, including personal prospecting.
- Follow-up on customer prospect opportunities in assigned region.
- Drive business with target customers through a strong network of strategic partners (MSPs and Strategic Alliances in particular) in the assigned region.
- Support channel recruitment, development and lead generation efforts with partners in the assigned region.
- Communicate effectively within the sales team and other internal departments (marketing, product, finance, etc), as well as with partners and end-customers, demonstrating professionalism and integrity in all cases.
- Represent CloudSphere at seminars and tradeshow as required.
- Travel will be required as part of this role for partner or client meetings, company meetings, trade shows and events.

Skills and Experience

The role would suit somebody with the following experience:

- Proven experience of inside sales experience in a closing role in the commercial or enterprise account market, with experience working with channel and alliance partnerships preferred.
- Experience and knowledge of hybrid cloud domain (private cloud and datacenter related technologies like virtualization, and public cloud offerings such as AWS, Azure, GCP), in addition to related technology areas like networking and cloud security preferred (not required).
- Ability to demonstrate solution ROI and value proposition effectively in a consultative manner with customers and partners.
- Strong selling and closing skills with a proven track record of exceeding quotas
- Excellent at "qualifying" and prioritizing opportunities.
- Self-motivated and goal-oriented.
- Ability to use company's resources effectively for maximum result.
- Excellent communication skills - both written and verbal. Capable of articulating and presenting a compelling vision.
- Demonstrate professionalism and integrity in all cases.

To Apply:

Applications will be accepted until the position is filled. Please email your resume to careers@cloudsphere.com, include a cover letter, and use the position title in the subject line of your email. Only candidates considered for an interview will be contacted.

Thank you for your interest in this position, we look forward to hearing from you!