

Ezwim ([www.ezwim.com](http://www.ezwim.com)), a fast growing and innovative Software-as-a-Service company, is searching for an ambitious Partner Sales Manager to expand our footprint in the UK market.

## Partner Sales Manager - Telecom Expense Management

### About Ezwim

Ezwim was founded on a simple but powerful idea: organizations should have complete control over their mobile and fixed communications assets and costs, with the ability to administer their telecom infrastructure over the web from any browser. Since 2001, we've helped many individuals, small businesses and global companies do exactly that with our telecom management cloud services for enterprises and operators.

Our Telecom Management Suite offers a complete portfolio of telecom management applications, and helps companies reduce their telecom costs and increase process efficiencies by running every part of their enterprise telecommunications in the cloud. Ezwim is a privately held company with headquarters in Amsterdam, The Netherlands and has clients on all continents.

We are passionate about helping our customers to more effectively acquire, control, understand, and manage their fixed and mobile communications services through the use of our world leading Telecom Expense Management SaaS products.

### Job Description

You will drive sales through partners. You will achieve top line growth through working with existing partners to enable them to sell to their customer base, and expand the footprint of partners in your region. The typical partners of Ezwim include Telecom Resellers, Telecom Consultants, Systems Integrators and Operators.

Ezwim already has an impressive footprint of global customers, including a sizeable number of customers in the UK. You will help increase this footprint and help drive international expansion. Based out of the greater London area, you will lead partner and customer engagement.

We are looking for a self-starting individual who drives sales and business development independently. However, you won't be working alone as you will be supported by a support team, including bid support, solutions architecture and project management.

You will likely have worked in the IT solutions or telecoms industry before, and will be comfortable leveraging existing relationships, generating leads, qualifying prospects, selling solutions and closing indirect sales opportunities working with partners. New business will be the focus. This person typically works with senior IT and Finance professionals, which require strong relationship building from the start.

Candidates must be passionate about the benefits of "software as a service" and leverage solution selling skills in securing deals. Clear and confident communications skills are required for telephone, written and face-to-face settings. English is our default, though we consider German, Dutch, Spanish or French as beneficial.

### Job responsibilities

- Working with existing partners and establishing new partnerships in your region
- Develop strong relationships with partners and proactively co-sell with partners to support and drive higher value transactions
- Aggressively drive existing and new partners to maximize sales and total partnership potential through sales best practices training and support
- Work with marketing to develop and execute channel marketing programs
- Managing a complex, enterprise solution sale with Ezwim's partners
- Attending and participating in sales meetings, product seminars and trade shows
- Providing weekly reporting of pipeline and forecasting
- Conducting contract negotiations
- Managing sales pipeline of EUR 4 to 8 million
- Defining and executing partner sales plans
- Close sales and achieve quarterly sales quotas

### Job requirements

- Proven experience of managing channels and can demonstrate strength of character to deal with C-level individuals on a daily basis.
- A minimum of 5+ years in indirect sales experience in software/telecoms services sales
- Extensive experience in consultative sales
- Ability to manage multiple sales cycles and deal with channel conflicts in a professional manor
- Ability to qualify and prioritize prospects, and generate opportunities through prospecting, networking and relationship building
- BA/BS or equivalent degree preferred
- Ability to effectively collaborate and work with internal RFP response team members
- Experience in closing deals in the EUR 100K – EUR 1.0M range
- Ability to manage entire sales process from prospecting through close
- Based in the greater London area