

DIRECTOR OF SALES & CHANNELS

- *Are you passionate about winning?*
- *Do you want to balance work and lifestyle seamlessly?*
- *Do you want to deliver best in class solutions and customer service to support small and medium-sized businesses?*

If so, Alpenglow Technologies, LLC (CTCIT) may be the right fit for you! Alpenglow (CTCIT) has become a significant player in supporting businesses IT needs in North Central MN.

POSITION OVERVIEW

As a Director of Sales and Channels for Alpenglow (CTCIT), you are a leader within the team, reporting to the CEO.

The Director of Sales and Channels is responsible for the revenue development of the company both through direct sales as well as cultivated channels locally and regionally. This leader will win, maintain, and expand relationships directly with customers and with assigned channel partners. Assigned to channel partners based on geography, channel, or market, the Director of Sales and Channel Management is responsible for achieving sales, profitability, and partner recruitment objectives. The position represents the entire range of company products and services to assigned partners, though may focus on a specific solution or product set if focused in a partner vertical market.

The Director of Sales and Channels will have access to a sales engineer for the technical aspects of the solution stack when showcasing the company's capabilities. This role works closely with the team in product management and operations to help cultivate and tune new product development, thereby honing the sales offerings to best fit the market needs. Although not fully responsible for customer retention and churn, as part of the team, this position will from time to time need to jump in and help maintain a stable customer base.

JOB RESPONSIBILITIES

- Meets assigned targets for profitable sales volume and strategic objectives in assigned partner accounts.
- Establishes productive, professional relationships with key personnel in assigned partner accounts.
- Coordinates the involvement of thorough operations management, including support, service, and management resources, in order to meet partner performance objectives and partner expectations.
- Proactively leads a joint partner planning process that develops mutual performance objectives, financial targets, and critical milestones associated with a productive partner relationship.
- Proactively assesses, clarifies, and validates partner needs on an ongoing basis.
- Sells through partner organizations to end users in coordination with partner sales resources.
- Manages potential channel conflict with other firm sales channels by fostering excellent communication internally and externally, and through strict adherence to channel rules of engagement.

APPLY TODAY

218-454-1144 | goctc.com/careers

CTC is an equal opportunity provider and employer.



IT BUSINESS SOLUTIONS

JOB RESPONSIBILITIES (continued)

- Leads solution development efforts that best address partner needs, while coordinating the involvement of all necessary company and partner personnel.
- Ensures partner compliance with partner agreements.
- Drives adoption of company programs among assigned partners.
- Proactively recruits new qualifying partners.

THE JOB

Supporting the executive team's mission to scale revenues and increase the customer base is the number one priority. Understanding customer needs, proposing solutions, and closing the sale are key. Logging, reporting, and maintaining the sales funnel and customer agreements are paramount to succeeding in this role.

Once a new customer has been landed, doing a proper handoff to operations to make sure the customer's needs and expectations are in alignment with delivery are also very important functions. This is not a "fire and forget" model. The company keeps customers as business partners. Their success leads to our success.

From time to time it may be necessary to solicit ideas and opportunities from the customer to improve sales and operations.

Help sell, pilot, and launch new products and services initiatives that impact business performance.

WHO WE NEED

High achiever. Must not be afraid to win or lose. A top performer who craves the challenges of career and financial growth.

- Engaging storyteller
- Motivated
- Outstanding communicator
- World-class customer service
- High energy
- Confident
- A passion for helping customers with simply defined quality offerings
- Flexible problem solver

Ability to manage multiple, and sometimes competing priorities while staying organized. You can embrace change in support of our ever-changing business.

EXPERIENCE

- Previous sales experience with demonstrable skills and success in leading and developing others.
- Multiple years employment in IT space
- Have a demonstrated track record of helping achieve performance targets
- Working independently from home office and sometimes on the road.
- Home office day-to-day. Customer site for in person sales and discovery as needed.

COMPENSATION AND BENEFITS

- Base Salary Range: \$50-60k with variable compensation up to 70% of total compensation. (Up to \$140k)
- Healthcare plan
- Paid vacation
- Work from home
- Frequent technology refreshes