

VAR CHANNEL MANAGER

Lansweeper is a software package used by IT professionals in medium-sized businesses as well as the most well-known multinationals and organizations for the inventory, analysis, and management of their entire IT network.

Want to know more? Take a look [HERE](#).

A day in the life of



Onboard



Manage



Develop

You **manage** existing partners with a focus on pipeline management and sales enablement.



You receive extensive training while getting to know our sales processes by handling general sales inquiries during the first couple of weeks.



You approve partner leads, monitor their opportunities and boost partner revenue while maintaining a close relationship.



You grow with the company and the Partner Program, in which we're heavily investing.



You **onboard** new partners by showing them the power of Lansweeper and the mutual value of a partnership.



You **develop** the future of our recently established partner program together with the Partner Program Manager.



You work together to create and improve all partner program-related content (training and certification, website, marketing materials, etc.).



You report to our Partner Program Manager and together, you present your KPI's and project updates to management and the Board of Directors.

Hi! My name is [your name here] I'm the new VAR Channel Manager



[Paste picture here]



[Paste picture here]

I am someone who



is communicative, well-organized, entrepreneurial and has a commercial mindset.



has attention to detail with the ability to multi-task and prioritize in a fast-paced work environment.



can analyse and interpret large data sets to enhance strategic decisions that help drive our business.



takes advantage of our flexible work hours to build strong relationships while covering different time zones.

I have



more than 5 years of experience in channel sales, sales operations or sales enablement in IT.



a thorough knowledge of written and spoken English (CEFR C1) to correspond with partners from all over the world.



excellent writing and presentation skills, along with the ability to articulate complex concepts to cross-functional audiences.



a broad interest in and good knowledge of IT.



Going for gold?



Fluent in Spanish, Portuguese, or German?



International (channel) sales experience?



Proficiency in IT networks and protocols?

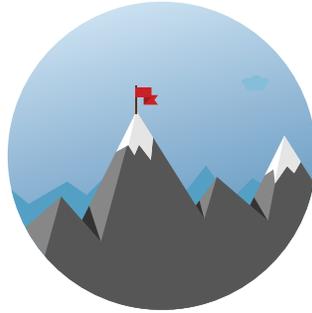


Salesforce (Community Cloud) experience?

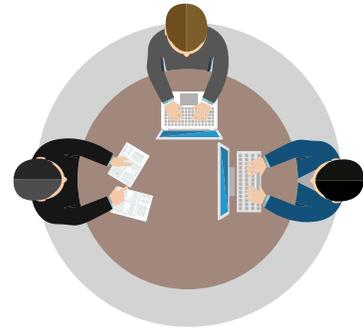
Our offer you can't refuse



Growing along with a company
in full expansion



Variation, challenges,
and responsibility



Easygoing teamwork



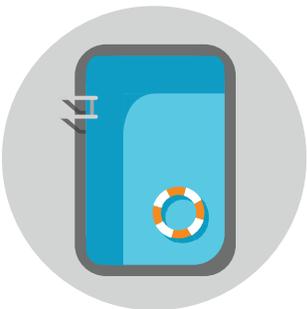
Internal and external training



Competitive wage
Interesting bonus



Non-statutory benefits



Indoor pool



Foosball tables
Arcade



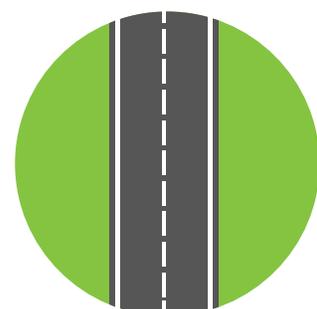
Pool table
Lounge



Close-knit group



Spontaneous and
company events



Central and convenient
office location