



<b>Job Title:</b>	Director – Channel Sales, EMEA
<b>Reports to:</b>	VP Sales EMEA
<b>Department/team:</b>	Sales
<b>Location:</b>	UK based, flexible (office based (Ipswich) or work from home)

### About PCI Pal

PCI Pal provides secure payment solutions for contact centres and businesses taking Cardholder Not Present (CNP) payments. We are a leader in this fast growing space and have customers using our cloud based services across the globe. Since 2016, we have established a strong brand in our key focus markets across EMEA and North America, and are building on that positioning in new territories as we continue our global-expansion mission. We primarily engage with customers through reseller partners, including some of the best known brands in the contact centre, unified communications, payment services, and telecommunications fields. Our end user customers include many globally recognised brands, all of whom utilise our services to achieve security of payments.

### Opportunity overview

You will unlock revenue by identifying and driving growth opportunities through PCI Pal's new and existing partner network. To be successful in this role you will be a passionate sales professional with experience selling enterprise software or cloud services, ideally through business partners. It would be beneficial if you're familiar with voice (telephony), carriers, platform providers or contact centre markets, or have an understanding of payment processes.

### If successful, you will:

- Achieve and exceed the sales targets and revenue laid out in your compensation plan.
- Create and implement business plans with each partner, which will set out sales and enablement plans (sales, marketing, services and support).
- Co-ordinate with other PCI Pal teams to provide support on partner deals, for example, remote product demonstrations, discovery calls, on site meetings, etc.
- Conduct account mapping sessions with partner sales teams to uncover and target key opportunities.
- Conduct business reviews with each partner, and recommend/help implement corrective action in the event plans are not being met.
- Participate in partner sales activities and events, including kick-offs, quarterly business reviews and regional meetings.
- Create, support and drive partner marketing activities with relevant PCI Pal teams, including representation at conferences and events.

### We're looking for people who:

- Have experience selling contact centre, payment or cloud software solutions through business partners
- Ideally have an appreciation of telephony platform providers (for example, Avaya, Cisco, Genesys).
- An understanding of contact centre technologies, including telephony, connectivity and desktop applications.
- Are self-motivated, passionate and determined, with a desire to over achieve
- Ideally have an understanding of PCI DSS, data and/or payment security, and compliance

- Are excellent communicators with a passion for learning, able to gain knowledge quickly in a fast moving marketplace and share this with audiences.
- Can identify and manage sales opportunities through the entire process, from investigation, demonstration, reviews and onboarding
- Use Salesforce to track and manage accounts, and generate reports to view forecasts and results.
- Ideally are degree qualified or with similar level experience

#### In return, we'll give you:

- 25 days holiday, rising to 28 days per annum
- Share options
- An exciting and flexible working environment surrounded by friendly and committed co-workers
- Training and development opportunities
- Team events

#### Other important information

All new starters are subject to either UK DBS or US background checks.