



CAREER OPPORTUNITIES

Job Description:

Channel Sales Director (US based)

WELCOME TO PCI PAL

PCI Pal is a leading provider of SaaS solutions that empower companies to take payments securely, adhere to strict industry governance, and remove their business from the significant risks posed by non-compliance and data loss. We are integrated and resold by some of the world's leading business communications vendors, as well as major payment service providers.

We are currently looking for a Channel Sales Director to join our US team.

THE OPPORTUNITY:

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.

YOU WILL BE RESPONSIBLE FOR:

- 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.
- Any other tasks as required.

WE WANT TO HEAR FROM YOU IF YOU:

- 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 Director
- 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 OFFER:

- 20 days PTO
- Company share options
- Option to either work in our Charlotte office, or from home (or both!)
- An exciting and flexible working environment surrounded by friendly and committed co-workers
- Training and development opportunities
- Access to an employee assistance programme and wellbeing support hub
- Team events
- Ad-hoc incentives and competitions

TALK TO US:

If you have any questions or want to find out more, we'd love to hear from you.

Please contact Rachael Drouet, People and Development Manager at PCI Pal (rachael.drouet@pcipal.com).