



CAREER OPPORTUNITIES

Job Description:

Channel Sales Director EMEA

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 worlds' leading business communications vendors, as well as major payment service providers.

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

THE OPPORTUNITY:

The opportunity requires an experienced individual with a proven track record of selling enterprise software or cloud services, both directly to strategic accounts and through business partners. You will unlock revenue by identifying and driving growth opportunities through PCI Pal's new and existing partner and customer network in the EMEA region. SaaS experience is critical, and it would be beneficial if you have knowledge of our industry touchpoints including business communications (CCaaS / UCaaS), fintech, or cyber-security.

YOU WILL BE RESPONSIBLE FOR:

- Achieve and exceed the sales targets and revenue laid out in your compensation plan
- Create and implement partner account plans with each partner, which will set out sales and enablement plans and processes (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
- Participate in partner sales activities and events, including kick-offs, quarterly business reviews and regional meetings
- Develop new business opportunities by analysing and proactively targeting opportunities across different lines of business
- Deliver consistent and accurate sales forecast reports utilising Salesforce, for both direct and indirect business
- Represent the company at trade shows, industry events, and virtual sessions to include potential speaking engagements
- Keep up to date with advances in the customer experience/call center and card payments industries
- Any other tasks or duties as and when required to contribute to the overall success of the business

WE WANT TO HEAR FROM YOU IF YOU:

- Have experience selling SaaS solutions in any of the following markets: business communications (inc. contact centre), fintech and payments, or cyber security.
- Experience selling B2B software both directly and through business partners (resellers and referral partners)
- Ideally have an appreciation of telephony platform providers (for example Avaya, Cisco, Mitel) and UCaaS/CCaaS service providers (Genesys, Microsoft, NiCE, Talkdesk)
- Understand contact center technologies, including telephony, connectivity, and desktop applications.
- Are self-motivated, passionate, and determined, with a desire to overachieve.



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- Are an excellent communicator with a passion for learning, ability to gain knowledge quickly in a fast-moving marketplace and share with audiences
- Identify and manage sales opportunities through the entire process, from investigation, demonstration, reviews and onboarding.

IN RETURN WE OFFER:

- 25 days holiday, rising to 28 days per annum with length of service
- Medical, dental and optical insurance cover
- Option to either work in our Ipswich office, or from home (or both!)
- An exciting and flexible working environment surrounded by friendly and committed co-workers
- Electric Vehicle Scheme incentive
- "Work from anywhere" 2 weeks per year policy
- Reward, benefits and wellbeing hub (offering support, discounts, cashback and savings)
- Training and development opportunities
- Ad-hoc team events, 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 the Recruitment Team recruitment@pcipal.com