

## CHANNEL ACCOUNT MANAGER

We are looking for a highly driven individual to join our team in the United States. You will be responsible for account retention and expected to deliver consistent sales results by prospecting across our existing partner base to create new revenue opportunities.

### The Role

As a Channel Account Manager at Virsaе, you will be responsible for developing and sustaining existing sales channels. You will regularly engage with our partners to establish and maintain optimal working relationships. You will work closely with internal departments to lead the development of account plans to drive order book growth and retention. You will create and implement Account Development Plans, assist with sales opportunities, train sales and support personnel, and establish strategic relationships at an executive level with the Partner community. You will understand our products in depth and will be passionate about communicating the value to Partners and Customers. This position will report to the Chief Revenue Officer.

### Desired Skills & Experience

- 3-5 years direct or channel sales experience, preferably with a Unified Communications technology company.
- Previous experience should include a focus on the full range of prospecting, selling and closing.
- Ability to work in a fast-changing environment that requires strategic thinking, resourcefulness, and results-oriented decision making.
- Strong sense of urgency and personal accountability.
- Must be hands-on with solid attention to detail.
- Must be comfortable developing and delivering presentations for sales support and training.
- Strong negotiation skills are necessary.
- A self-starter with the ability to work with minimal supervision.
- Proven ability to operate effectively in a fast-paced, entrepreneurial environment in which cross-functional teamwork and initiative is a must.
- Excellent written, oral and interpersonal communication skills.
- Ability to articulate contractual, technical, and financial value points to partners and customers.
- Embraces teamwork and collaboration.
- MS Office, Excel Macros and PowerPoint skills.
- Experience working with Salesforce or another CRM platform.
- Must be willing to travel domestically.

## Benefits

- We offer a variety of medical, dental, and vision plans, designed to fit you and your family's needs
- 401(k)
- Flexible time off to promote a healthy work-life balance
- Work from home
- OTE Range \$120K – 160K with no earnings cap

Virsaе supports hundreds of customers, thousands of sites, and millions of devices around the globe. Every day, we collect billions of data points, providing actionable insights for our customers and partners to deliver on the promise of quality interactions anywhere, anytime, via any channel. Data itself does not drive actions. Virsaе connects the dots, combining machine learning and artificial intelligence to present a whole new world of data-driven decision making for UC and contact center applications. Virsaе's customer-first ethos and focus on innovation and automation have revolutionized the way UC service management is delivered.

Virsaе is an equal opportunity employer. We are committed to a work environment that celebrates diversity. We do not discriminate against any individual based on race, color, sex, national origin, age, religion, marital status, sexual orientation, gender identity, gender expression, military or veteran status, disability, or any factors protected by applicable law.