

## **Sr. Channels Sales Manager, SAAS based Web Security Products**

### **Position Summary:**

StopTheHacker is a young SAAS software company within the security space. We have shipping products, paying customers, and are ready to build a reseller channel to further accelerate our business. We are looking for an individual to develop and drive a reseller strategy within **security VARs and distributors** in North America.

### **Responsibilities:**

- Work with management to craft overall channel strategy
- Recruit, manage, and lead channel partners to drive partner revenue (VARs, distributors) according to defined objectives.
- Manage channel partners to success: providing effective sales support to the channel, drive implementation of sales and marketing campaigns, design effective channel compensation plans, prevent channel conflict
- Meet or exceed bookings targets
- Work effectively with internal teams (Engineering, Support, Marketing) to ensure outstanding levels of support to channel partners. Maintain a reliable communication mechanism within internal teams to ensure efforts are in-line with objectives
- Act as a conduit of information (product requirements, pricing, competitive data) from the field.

### **Qualifications**

- Experience and proven track record of revenue generation in a software start-up: quota-carrying experience in indirect channel sales
- Experience selling to and through security VARs and distributors. Strong rolodex within security reseller channel (distributors and resellers)
- Strong work ethic; self-starter, independent
- Bachelor's degree and 5+ years professional experience

### **Compensation:**

- Aggressive market based compensation, no cap, Early-stage stock options

**Location:** Ideally San Francisco, but remote candidates will be considered..