

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 our business through **Web Hosters** in North America..

Responsibilities:

- Work with management to craft overall channel strategy
- Recruit, manage, and lead **Web Hosters** to drive partner 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/through **Web Hosters**, strong rolodex within **Web Hosters**
- 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..