**VICE PRESIDENT OF CHANNEL PARTNERS – In-direct Sales**

**Job Description**

**Objective:** develop and maintain new sales channels by establishing a positive rapport with key resellers, agents, value added resellers (VARs) and channel partners.

**Responsibilities**

As Vice President at Everest BBN, you will be responsible for the following:

* Developing new relationships with channel partners, hardware vendors, resellers, agents and value added reseller (VAR)
* Managing and growing an existing partner base
* Facilitate all communication with resellers and channel partners and improve client utilization
* Develop mutual performance objectives, financial targets, and critical milestones associated with a productive partner relationship
* Ensure all accounts are profitably serviced in order for the company to achieve sales and revenue goals
* Manage account profiles, performance history and customer forecasts
* Prepare and deliver presentations
* Monitor the partners sales activity and provide plans for boosting market share
* Proactively assess, clarify, and validate partner needs on a continuing basis
* Sells through partner organizations to end users in coordination with partner sales resources
* Provide accurate monthly, quarterly and annual sales forecasts
* Weekly sales report to Management on client progress and sales

**REQUIREMENTS**

* 5+ years functional broadband and channel partner management experience, combined with knowledge and understanding in the following areas:
  + VoIP and cloud based PBX platform
  + Optical high speed data
  + Managed IT services/design
  + On-net sites and data centers
  + Consistent track record
  + Telecom experience
  + Excellent communication and platform skills
  + Proficient with MS Office suite and SFA systems
  + Existing rolodex/client list a PLUS

**COMPENSATION**

Attractive base salary, aggressive uncapped commission structure and equity options available to the right candidate. Everest BBN is a fast growing Wall Street based technology company with over 6,000 active users and clients. Everest BBN is not a start-up and will provide you with an excellent career path. This position reports directly to the Executive Vice President.

To apply for roles within Everest BBN please submit your resume and salary requirements to Executive Vice President, Mitchell Chi – [mchi@everestbbn.com](mailto:%20mchi@everestbbn.com).