



Channel & Business Development Manager, North America.

Bee part of the Swarm.

Do you want to be part of a company that is a hive of activity?

At ThinkParQ, we're an enthusiastic and passionate international team helping our customers maximize the value of their data by developing some of the fastest, scalable, flexible, and robust products and solutions for all performance-oriented environments including HPC, AI and Deep Learning, Life Sciences and Oil & Gas.

Job Description

In this fast-paced industry where we are seen as one of the game changers, your essential responsibility in this role as Channel and Business Development Manager is to work closely with ThinkParQ's sales, channel, and marketing team to drive Enterprise and Channel business to achieve annual sales targets whilst identifying new business opportunities across the USA and Canada.

Your daily tasks will include:

- Develop and implement business development strategies to drive growth across the USA and Canada in collaboration with the VP of Sales and Marketing.
- Identify new market opportunities and develop these markets.
- Build and maintain strong relationships with the key stakeholders of our Channel partners and Enterprise customers to increase awareness and generate incremental business.
- Develop partnerships within your region with other hardware/software vendors in the industry.
- Achieve and exceed sales targets by developing and managing the full sales cycle from lead generation to deal closure.
- Represent ThinkParQ at industry tradeshows and conferences, delivering presentations and participating in panel discussions.

Required and Desirable Skills

- Proven track record in customer or channel business within the storage industry (minimum of 5 years)
- Proven track record of achieving sales targets and driving business growth in the HPC/AI sector
- A strong understanding of the Enterprise and Channel sales process
- In-depth knowledge and understanding of AI / HPC customer requirements and workflows
- Ability to drive conversations with Enterprise customers and Channel Partners at both a business and technical level.
- Excellent organizational and time management skills. Ability to work independently and as part of the swarm.
- Strong verbal, written, and presentation skills.
- Enthusiastic, strong, and motivated work ethic and competitive attitude.

Benefits

- Permanent contract based on 40h/week
- Flexible working arrangements
- Home office based
- Up to 30 days of holidays
- An enthusiastic and motivated team, always offering a helping hand
- Opportunity to expand your career internally across functions / departments
- Live and virtual team events and meet-ups

Please send your application to hr@thinkparq.com

To learn more about our data protection declaration, please visit:
http://www.beegfs.io/docs/Data_protection_declaration.pdf

