



POSITION: CHANNEL ACCOUNT MANAGER

LOCATION: TBD

WHO WE ARE

Acuant is a leading B2B provider of identity verification technology. We are revolutionizing the way consumers transact by allowing businesses to quickly and seamlessly identify who they are doing business on any platform while protecting both parties. Join a global team that works with leaders in all industries to deliver best in class technology.

Acuant's Trusted Identity Platform provides complete identity verification based on your level of risk so you can build your business with valid customers. Powered by AI for the highest speed and accuracy, omnichannel products enable seamless customer experiences to increase conversions in the digital economy. Scalable, secure and compliant (KYC, AML & GDPR), Acuant allows businesses to establish trusted identities from any location in seconds. www.acuant.com

WHAT WE LOOK FOR

The successful candidate will have the experience and understanding of how to penetrate and grow accounts in the Channel Partner space, including: strategic selling skills, strong technical acumen, and account planning. As part of the Acuant Channel Account Management team the candidate will be responsible for all facets of channel sales management within an assigned territory.

He/she will work with partner organizations to identify what programs best fit the partner organization and the training that the partner should take to increase skill sets or qualify for programs. Together they will be responsible for setting the objectives and goals for partners.

Additional things to help you be successful are:

- Proof of quota attainment and meeting performance objectives.
- Familiar with a variety of the channel development concepts, practices, and procedures.
- Experience on-boarding and enablement activities for channel partners.
- Ability to work in cross functional collaborate internal team environment including sales, marketing, product, engineering and management.
- Excellent communication skills, including the ability to exercise assertiveness to influence others so as to create desired sales results.
- Ability to prioritize and handle multiple tasks.
- Ability to follow directions from a remote manager/leader.
- Familiarity with CRM systems and Salesforce is a plus.
- Ability to travel up to 25% of the time.

WHAT YOU BE RESPONSIBLE FOR

- Building positive working relationships with channel partners to maximize product sales within customer base.
- Coordinating with partners to identify key sales opportunities and to develop joint business plan to achieve business objectives.
- Achieve bookings quota for assigned channel partners.
- Organize on-boarding and enablement activities for Acuant partners within assigned geographic territory.
- Cultivate and manage relationships and act as the primary point of contact for assigned partners.
- Assist in daily channel activities with partners and internal sales teams to accelerate Acuant sales within assigned partners.
- Build partner business plans outlining goals and objectives including revenue achievement, marketing plans, and enablement.
- Work with the Acuant marketing team to plan marketing campaigns to develop sales opportunities for pipeline development.
- Log and manage activity using Salesforce.com including daily communications and forecast information.
- Travel to support in person partner events, enablement, and to build relationships with partners sales teams.
- Effectively articulate Acuant value proposition to partners to maintain and increase Acuant share of partner business.
- Work and communicate with Acuant sales teams on partner information to accelerate revenue within regions.
- Assist partners with Acuant pricing, quotes, and orders as needed.

HOW WE VALUE OUR EMPLOYEES

- You will always be heard, decisions are collaborative.
- Competitive compensation.
- Challenging and rewarding work.
- Generous benefits package.
- Work with an incredible team of smart and mission-driven people.