

ngena stands for “Next Generation Enterprise Network Alliance”. We provide a central cloud platform that enables partners globally to sell and deliver Cisco SD-WAN as-a-Service solutions to enterprise customers and revolutionize the journey for them through standardization and automation.



## (Senior) Manager Partner & Channel Sales – NA West Coast (m/f/d)

Have you always dreamed of working with an international tech start-up company? Then join us as our new colleague for a full-time position working remotely.

### Your new job

- You have end-to-end and hands-on responsibility to identify, approach, win, onboard and enable new partners in the Service Provider (SP) and System Integrator (SI) space to sell ngena’s SD-WAN managed services on a global scale
- Manage a set of partners in NA, support partners to win SD-WAN deals, thereby achieve successful regional growth supporting a book of business across different partners
- Drive sales of partners, manage the relationship and the attainment of partner-specific sales targets, setup and run sales cadence calls with ngena partners and work with them to identify sales and marketing campaigns/ opportunities
- Manage partner experiences to coordinate all interactions between ngena and the partner organizations
- Validate solutions to ensure customer satisfaction, focus and success (technical presentations, PoCs, demos, etc.)
- Support partner sales teams in large customer deal negotiations and direct customer interactions to represent ngena’s portfolio of solutions
- Collaborate with ngena stakeholders at headquarters to best support partners and keep them apprised of the latest on products, operations, go-to-market, hub-rollout and general processes and procedures

### Your assets

- 10+ years of working experience in channel sales or partner management, ideally in IT / Telecom retail and managed services companies with international exposure
- Proven track record in winning new and driving existing partners to reach ambitious indirect sales targets in a red-ocean market with a blue-ocean offering
- Ability to deliver against quantitative and qualitative targets under high pressure and in a hands-on mode with responsibility for the whole lifecycle of a partner
- Completed university degree in economics / engineering or a comparable relevant qualification
- Strong analytical way of thinking with distinctive decision-making capabilities, focus on implementation, problem-solving in critical situations and gathering input from different sources
- Convincing negotiation skills, professional and confident appearance and assertiveness
- Proactive attitude and ability to work independently. Flexibility to act successfully in a young company with agile structures and processes
- Excellent English language skills, additional languages such as German, Spanish and Portuguese are a strong plus
- Willingness to travel in NA (>50%)

### Your chance

An exciting, dynamic, international start-up environment awaits you with an open corporate culture of flat hierarchies. At ngena, responsibility will be in your hands from the very beginning. You will continuously grow both on the professional and personal front amongst a diverse team of more than 20 nationalities, varied age groups and a wide range of skill-sets. This fusion will prepare you for paving the world with ngena’s leading SD-WAN technology.

If you are interested in this challenge, please send us your complete application including salary expectations and possible starting date via email to [americas@ngena.net](mailto:americas@ngena.net)