

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 – Cisco (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 in our office in Frankfurt, Germany.

### Your new job

- You have end-to-end and hands-on responsibility to achieve ambitious sales targets with and through our strategic partner Cisco in the **EMEAR region**
- Running the regional Cisco relationship, you will support ngena’s partner management team to identify, win, and enable Cisco partners from the Service Provider (SP) and System Integrator (SI) space to sell ngena’s SD-WAN managed services
- Develop and manage all useful relationships and the attainment of Cisco-specific sales targets, and work with different parts of the Cisco org to identify sales opportunities
- Coordinate and handle all interactions between ngena and the regional Cisco org
- Support Cisco sales teams in customer deal negotiations and direct customer interactions to represent ngena’s portfolio of solutions, and validate solutions to ensure customer satisfaction, focus and success
- Collaborate with ngena stakeholders at headquarters to best support Cisco 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 as a Cisco employee, preferably at or in close collaboration with GPO or specialist sales
- 7+ years of working experience in channel sales or partner management, ideally in connection with IT / Telecom retail and managed services companies with international exposure
- In-depth knowledge and understanding of the Cisco EMEAR organization, especially GPO/sales/specialist sales
- Strong personal network within the Cisco EMEAR org from AM/PAM level up to top management
- Proven track record in winning new business in order 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 sales lifecycle
- Strong analytical way of thinking with distinctive decision-making capabilities, focus on implementation, problem-solving in critical situations. Convincing negotiation skills, professional and confident appearance and assertiveness
- Proactive attitude and ability to work independently, and act successfully in a young company with agile structures
- Completed university degree in economics / engineering or a comparable relevant qualification
- Excellent English language skills, additional languages such as Spanish and German are a strong plus
- Willingness to travel in EMEAR (up to 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 [myfuture@ngena.net](mailto:myfuture@ngena.net)