



## Partner Account Manager

ALLOcloud ([www.allocloud.com](http://www.allocloud.com)) is a leading Cloud-based Telephony and Collaboration service provider in Belgium. In order to accelerate our growth, we are opening the below position.

- **Title:** Partner Account Manager
- **Territory:** Belgium
- **Job description:**
  - Manage existing relationships, and drive revenue growth
  - Prospect the territory to identify new Partners
  - Hire Partners
  - Coordinate sales and technical training for Partners.
  - Guide partner in first sales journey (visit first prospect, make first offer, installation, etc.)
  - Act as an interface for the Partner between finance, support, operations,...
  - Assign and manage Partner quotas and maintain quarterly business plan with Partner
- **Required experience:**
  - Channel management experience in the IT sector
  - Direct sales touch experience
  - Good understanding of telephony and Voice over IP (VoIP)
- **Candidate profile:**
  - Sales results-driven person
  - Motivated and enthusiastic
  - Organized, focused and disciplined
  - Self-starter, dynamic and confident presentation
- **Languages:**
  - Fluent in NL- FR



▪ **Package:**

- Fix
- Commission
- Company car with fuel card
- Phone
- Meal tickets
- DKV Medical insurance

You have such a profile and are interested to participate to an exciting adventure?

Please send CV to [laurent.muylle@allocloud.com](mailto:laurent.muylle@allocloud.com) and let's discuss!