



Partner Manager

ALLOcloud (www.allocloud.com) is a leading Cloud-based Telephony and Collaboration service provider headquartered in Belgium. We are part of the Telavox Group (www.telavox.com), UCaaS (Unified Communications as a Service) leader in the Nordics, the world's most advanced region for Cloud Communications.

ALLOcloud has been focusing on the SMB market and we will soon introduce Telavox UCaaS services which target larger organizations, served by specific Partners. To accelerate our growth in that segment, we are looking for the following profile:

Title: Partner Manager

Contract: Unlimited employment contract

Region: Saintes, Belgium (West of Brussels, near Halle)

Remote working: ALLOcloud's policy allows 50% remote working (in normal conditions)

Reporting: This position reports to the Sales Director and is supported by our Inside Partner Management team

Responsibilities:

- Prospect the territory to identify and hire new Partners
- Develop and manage the Partner's business
- Assign and manage Partner quotas and maintain quarterly business plan
- Coordinate sales and technical education of Partners
- Act as an interface for the Partner towards finance, support, operations and management
- Etc.

Required expertise

- Channel management experience in the Telecom or IT sector
- Experience with medium to large VARs/Integrators
- Understanding of VoIP Telephony and possibly Unified Communications

Candidate profile:

- Sales results-driven person
- Technology-savvy personality



- Motivated and enthusiastic
- Organized and focused
- Excellent presentation skills

Languages:

- Business Dutch and French
- Technical English

Compensation:

- Fixed salary
- Performance-related compensation
- Company car
- Tank card
- Mobile phone + SIM card
- Meal tickets
- DKV medical insurance

You have such a profile and are interested in participating in an exciting adventure?

Please send your profile information to laurent.muylle@allocloud.com and let's talk!