



Job Description

Channel Sales Manager

Company Description

Regent Education develops software solutions exclusively for higher education institutions, where it is a leading provider of Financial Aid Management Software. Regent is the education market's first off-the-shelf solution designed to coexist, interoperate and enhance existing ERP system investments.

Regent products are web-based, developed on an open standards architecture which utilizes the benefits of 25 years of Higher Education knowledge and experience with today's flexible, interoperable internet based technologies. Regent Education is a client-focused, family-friendly software solutions company. Regent allows casual business dress and offers an entrepreneurial work environment. We seek highly motivated, leaders, who have the ability to contribute to the Company's development and achieve results. We have a team-based culture where the prevailing attitude is positive and employees always striving to exceed expectations. Regent offers a comprehensive suite of employee benefits that include-- medical and dental, life, and a 401K plan, as well as, company bonuses for exceptional performance.

The Channel Sales Manger will manage all business development aspects of Regent's partnerships, with a primary focus on sales revenue and lead generation. The role will balances sales support, partner management, and sales training with the focus of growing the sales funnel.

The Channel Sales Manager in acting as the liaison between Regent and its Channel Partners will be responsible for:

- Meeting and exceeding set sales quotas while adhering to Regent's sales rules of engagement.
- Manage and be the main point of contact for existing alliance partners.
- Aggressively drive partners to maximize sales and total partnership potential through sales best practices, training and support.
- Manage sales orders and provide status to partners and/or manager.
- Communicate masterfully with partners on new products and service offerings.
- Create systems and procedures to streamline partner management.
- Work with marketing to drive programs and events to extend the relationships to new prospects.
- Managing a complex, enterprise solution sale with Regent's partners; to include managing the RFP process.
- Continually learning about new products and improving selling skills. The CSM is required to attend training events throughout the year and expected to participate in self-paced tutorial learning when appropriate.
- Demonstrating industry knowledge.
- Providing weekly reporting of pipeline and forecast using the Salesforce automation tool.
- Keeping abreast of competition, competitive issues and products.
- Attending and participating in sales meetings, product seminars and trade shows.
- Preparing written presentations, reports, and price quotations.
- Conducting contract negotiations.
- Managing sales pipeline of 4 to 8 million.
- Defining and executing partner sales plans.

Success Metrics

- Quota attainment.
- Pipeline quarter over quarter growth.
- Training and support of partners.

Professional Requirements

- Bachelors degree required
- 5+ years' sales experience in the, education, and/or solution software sales industries. Knowledge of higher education market preferred.
- Excellent communication skills (verbal and written).
- Successful achievement of 1M+ quotas, consultative enterprise/solution or technical sales.
- Ability to manage a pipeline with multiple accounts and partners.
- Ability to work in a team environment.
- Proven success prospecting, building a pipeline, moving opportunities through the sales cycle; proposing, presenting and discussing solutions with C-level and other decision-makers.
- Ability to craft a solution with appropriate products and services that meets business goals based on client discussions.

In addition:

- This position requires the individual to be based out of the DC area, with a commitment to working out of the Frederick office on a scheduled basis.
- Must be able to travel up to 25-40%of the time.
- Qualified candidates will be required to conduct an in-person presentation and submit a writing sample.

Regent Education is a drug-free workplace and you should be prepared to provide work-related references. *Please email your resume with salary requirements to careers@regenteducation.com.*