

Director of Channel Business

Position Summary

Reporting to the Vice President of Sales & Marketing, the Director of Channel Business is responsible for increasing the company revenues by signing up and supporting a channels business. This is an individual contributor role but requires interaction with the product development and technical support organization to ensure the channel partner needs are being adequately met.

In addition to being a strong relationship salesperson, this person will be a key member of Delfigo's management team, helping us to build out our channel strategy, define new channel programs, manage and implement self directed tasks to help develop channels globally.

Responsibilities

- Define, strategize, and implement a channel partner strategy that is vertical and geography focused
- Identify channel partner targets (leads) and working with them close new partners
- Support the partner sales engineers and account executives to define customer value proposition and help close deals
- Develop, maintain, and manage pipeline opportunity by partner and manage the sales process to ensure successful close
- Help close sales of Delfigo products working with partner account executives
- Develop in-depth knowledge of the Delfigo's authentication platform as it applies to healthcare, financial services, banking, e-Commerce, Utility, and other industries.
- Manage ongoing partner relationships including executive level meetings, partner forums, and other events
- Engage internal Delfigo team as needed to support efforts in meeting partner requirements
- Implement a forum for partners to participate in product roadmap discussions
- Communicate product road map to partners and manage partner training

Requirements

- Proven ability to generate new business through channel partners
- Strong people skills including oral and written communication, conflict resolution, and negotiation skills
- Proven track record to manage pipeline opportunities and manage deal closing
- Able to close new channel partners based on overall company strategy and generate profitable revenue from each channel partner
- Ability to demonstrate our technology and answer technical questions appropriately
- Strong business acumen
- High energy with high motivation

Education

BS/BA in business/marketing/sales, or equivalent experience, required.

Experience

- 10+ years of experience selling technology solutions into regulated industries
- Experience building a successful channel program from the ground up
- Experience with building relationships with and selling to C-level and VP-level executives
- Must possess solid solution-sales skills
- Familiarity with information security mandates and guidelines
- Proven track record of meeting or exceeding targets
- Metrics and process driven; ability to create processes where none exists
- Executive level oral and written communication skills, as well as presentation skills
- Proven track record of excellent team dynamics
- Some travel may be necessary

Delfigo Corporation d/b/a Delfigo Security, with offices in Boston and at M.I.T in Cambridge, Massachusetts, is a venture-backed software company providing solutions for identity and access management. Help deliver solutions that will reduce customer's operational costs and ensure regulatory compliance. Be part of a great startup that is well-funded with a strong and experienced leadership team. You'll enjoy attractive financial and personal benefits, personal and professional growth opportunities, and an exciting work atmosphere. *Delfigo Security is an equal opportunity employer.*

For consideration, please send an email to careers@delfigosecurity.com with your resume attached.