

Channel Partner Sales Director

About Solutions by Text

Solutions by Text (SBT) was founded in 2008 with the mission to deliver impactful conversational messaging and convenient payment partner solutions that are rich, real-time and compliant. Built on hard-earned trust and SMS industry best practices, the company is the only compliance-first provider of enterprise texting solutions in the market. More than 1400 consumer finance organizations, including leading brands in auto finance, banking and lending, trust SBT to ensure convenient, effective and compliant relationships with their millions of consumers. SBT is headquartered in Dallas, TX with remote teams and offices around the US and in Bangalore, India. For more information, visit <https://solutionsbytext.com/>.

Game-changing Technology Built for Growth

Solutions By Text (SBT) has changed the way compliant businesses communicate and transact with their customers via mobile devices. Since adding its first client, SBT has quickly become the leading text provider to consumer finance companies and various other regulated industries. Recognized as an Inc 5000 fastest growing companies, SBT continues to grow and expand through the addition of great employees who desire a growth culture.

Responsibilities

- Sell through partner organizations to end users in coordination with partner sales resources.
- Meet assigned targets for profitable sales volume and strategic objectives in assigned partner accounts.
- Responsible for the day-to-day relationship management of channel partners
- Act as a liaison between Solutions by Text and assigned channel partners.
- Build, maintain, and manage relationships with current and prospective channel partners.
- Establish productive, professional relationships with key personnel in assigned partner accounts.
- Coordinate the involvement of Solutions by Text personnel, including support, service, and management resources, to meet partner performance objectives and partners' expectations.
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- Manage direct/channel conflict by fostering excellent communication between the channel and direct teams
- Ensures partner compliance with Channel Partner programs and agreements
- Participate in a partner planning process that develops mutual performance objectives, financial targets, and critical milestones associated with a productive partner relationship.
- Identifies partner services offerings; working with partner sales resources, services, marketing, etc. develop & launch offerings to point of incremental joint revenue achievement
- Builds relationships with technology vendors to identify mutual opportunities with shared partners

Competencies

- Previous experience of driving channel sales ideally within the same product category and channel.
- Experience selling SaaS Solutions
- Experience managing partner relationships
- 5+ years of experience with B2B sales
- 7 to 10 years selling high technology products in a channel model
- Effective communicator with excellent interpersonal skills and an ability to build strong relationships with partners
- Strong personal network within the industry.
- Driven, highly motivated, and results driven.
- You share our values and work in accordance with those values.

General Duties and Responsibilities

- Adhere to the Company's Code of Conduct/Ethics
- Create and maintain effective working relationships with other Company employees
- Ability to multi-task, prioritize, and manage time effectively
- Project a professional and appropriate Company image in all dealings with clients, vendors, business partners and visitors.
- Ensure security of information in all matters pertaining to company, client, and consumer information

- Support the efforts of senior management and sales staff by maintaining business network of contacts as clients change roles and/or companies.