

## Demand for Field Channel Sales Executives

SiteLock is the Global Leader in business website security and is the **only** web security solution to offer complete, cloud-based website protection. We find and fix threats, prevent future attacks, accelerate website performance and meet PCI compliance standards for businesses of all sizes (basically like Batman if Gotham City was the internet). Our mission is to protect every website on the internet (yes, we know that's a colossal goal, but we are THAT good), that's why we need talented people like yourself to join our ever-growing team!

### So What's The Job?

Field Channel Development Executives win, maintain, educate, and expand relationships with their assigned territories. Channel Executives are responsible for achieving sales, profitability, and partner recruitment objectives in the hosted communications and collaboration market. CDEs represent the entire range of company products and services to assigned partners though may focus on a specific solution or product set if focused in a partner vertical market.

### What Does Success Look Like In This Role?

- Achieves assigned quarterly partnership sign ups and sales quota
- Meets assigned expectations for profitability.
- Completes partner account plans that meet company standards.
- Maintains high partner satisfaction ratings that meet company standards.
- Completes required training and development objectives within the assigned time frame.
- Maintains partner monthly recurring growth month over month.

### So What Are We Looking For?

- **The cream of the crop.** We are looking for only the best of the best in the world of field sales. A proven track record of excellence is a must.
- **Strategic B2B channel selling skills.** We need a consultative seller who understands how large organizations evaluate problems, make decisions, and do the math prior to purchase—and someone who understands the role partnerships play in each of these steps.
- **An In-the-Field Operator.** We need someone who can cultivate productive, professional senior level relationships with key partners.
- **A Great Recruiter and Coach.** We're looking for a person who knows *other* people, and has relationships at the ready for hiring and exploring partnerships. We also need someone with great ideas for bringing out the best in all people, and getting the best results.
- **A dot connector.** We need someone who knows the difference between what the market wants and what the market needs, and who can help us figure out how our solutions can uniquely provide for those needs.
- **Great listening skills, as well as humility.** We aren't the right solution for everyone at every time, and we're big believers in "seeking first to understand" before we make our pitch. Also, we know people want to do business with people they like. So we're looking for someone that can form positive relationships that can yield fruit in another season, even if the timing isn't right for this season.
- **Technical savvy.** Or, at least a comfort level with discussing and understanding technical issues because, well, we're a tech company.

### And What Kinds Of Experience Should You Have?

- 5+ years' experience in channel partner recruitment and management

- Extensive network of channel partners within the assigned vertical.
- Experience with target account selling, solution selling, and/or consultative sales techniques
- Documented success of bring on new channel partners to an organization.
- Proof of quota attainment and meeting performance objectives.
- Bachelor's degree in business or equivalent combination of education and related work experience.
- Ability to work the required hours of the position.
- Ability to travel up to 50% of the time, at times on short notice.

#### **Nice To Haves**

- Selling SaaS-based technology products (preferably in the security space)

#### **Anything else? Absolutely.**

SiteLock was recently awarded the Best of Cool award for our great culture by BestCompaniesAZ and are one of the Best Places to Work as awarded by Arizona Business Journal. Essentially, we offer a relaxed, friendly, fun and upbeat environment since we work here too! SiteLock is also the Fastest Growing Software Company in Arizona two years in a row per Deloitte's Fast 500, and we aren't slowing down anytime soon!

#### **So What About The Perks? Perks Matter.**

- **Extremely competitive base pay and uncapped commissions.** Uncapped? Yes, uncapped. Which means, skies the limits! We want individuals who can produce and we are willing to pay a pretty penny for it.
- **Medical, Dental and Vision.** SiteLock pays a nice chunk of your premiums to keep the cost as low as possible for our employees.
- **15 days of PTO and 7 paid Holidays.** Because who doesn't love time off?
- **Benefits like 401(k), company paid life insurance, short and long-term disability.**
- **Wellness Program.** We want our employees to be the best versions of themselves. That's why we offer a Wellness Program that includes an in-house Fitness coach, back massages, allergy testing, biometric screenings and much more!
- **Growth opportunities.** When we grow... our people grow! Our plan is to double in size by 2021. In order to do that, we need to develop our team members and foster their knowledge in cyber security and business.