



Synergy Associates is an Authorized Hewlett Packard Enterprise Tier-1 Distributor. As the leading provider of HPE Renew nationally, Synergy is committed to helping resellers select, configure and deliver the industry's best solutions from its distribution facility in Minnesota. Founded in 1998, the award winning company continues to build relationships that maximize their customer's HPE business investment.

Synergy Associates is seeking a **Channel Sales Manager**. If you are outgoing, successful at building relationships and have a passion for technology, computer hardware and sales, then this is the opportunity for you. Earn salary and additional commission as a Channel Sales Manager calling on more than 20,000 HPE US Authorized Resellers.

Job Description

- Introduce HPE Renew product line, assist in the sales cycle and manage channel partner accounts within assigned territory
- Meet or exceed assigned quotas for revenue and margin
- Closing HPE and Microsoft opportunities for Synergy

Duties

- Attain customer satisfaction and maintain positive customer relations
- Proactively assesses, clarifies and validates partner needs on an ongoing basis
- Establish productive, professional relationships with key contacts in assigned accounts
- Provide sales reports to management on a timely basis
- Closely coordinates company executive involvement with partner management
- Calling into new and existing accounts
- Utilizes sales and management resources as needed
- Completes required training and development objectives by timelines assigned
- Complete business plans for target accounts as assigned
- Collaborates with HPE resources to create opportunities in the HPE reseller channel
- Works sales pipelines and follows up on opportunities
- Utilizing marketing best-practices with provided initiatives and sales enablement materials

Experience and Skills

- Position requires extensive travel
- Industry experience, preferably with the HPE channel
- Presentations and demonstrations are smooth and practiced
- Ability to qualify prospects
- Concise verbal/written communications and reporting
- Uses effective listening and negotiation skills