

## **Senior Channel & Alliance Manager - Dell EMC Alliance, London / UKI - Top 3 Managed Cloud Computing Company**

### **Salary**

£70,000 to £80,000 plus commission (£120-£130k OTE)

### **iomart**

iomart is one of the leading providers of cloud computing and managed hosting. Headquartered in Glasgow, iomart employs over 400 talented staff in offices and datacentres across the UK. Originally founded in 1998, it is listed on the London Stock Exchange and specialises in delivering cloud consultancy, facilitation and digital transformation to ISVs, SMEs, enterprises and the UK public sector.

iomart's employees help enable any size of business and organisations to operate their online data and IT environments safely and securely. Our technical staff are experts in public, private and hybrid cloud solutions - including AWS and Microsoft Azure – as well as data centre and network engineering. iomart owns and operates a network of UK data centres connected by a high capacity private fibre network and backed by 24/7 technical support.

iomart Group plc is delighted to offer this opportunity to join one of the UK's leading managed hosting companies.

### **Role Description**

The key responsibilities of this role will be to establish deep relationships with your channel & alliance partners – primarily Dell EMC Commercial segment, enabling their sales teams to refer opportunities to iomart cloud services and drive new cloud services revenue through partnership. By developing such relationships, you will know the Dell EMC UKI business intimately and be able to use this knowledge to generate revenue and long term business contracts. You will seek to know all of the Dell EMC's key decision makers, from C-Level Leadership & Sales Strategy leaders into District Managers, Pre-Sales and individual sales contributors. You will have strict sales enablement & activity metrics to achieve and meet the many partner constituents regularly.

You will ensure that business critical data about partners and joint opportunities is regularly updated in iomart Salesforce using the information for all cross functional teams to manage the customer account to a high level and be expected to forecast accurately on a weekly / monthly / quarterly basis.

### **Key Responsibilities**

- Manage a personal portfolio of Dell EMC district sales teams to ensure that joint revenue opportunities are identified and maximised.
- Achieve sales enablement & activity performance targets which are set by the Regional Sales / Alliances Director from time to time.
- Identify and grow opportunities within territory and collaborate with both Dell EMC sales and iomart sales teams to ensure growth attainment
- Build and maintain strong, long-lasting partner relationships through regular contact and meetings, ensuring customer sees the value of iomart Group's services
- Develop a trusted advisor relationship with key partner stakeholders and executive sponsors
- Operate as the lead point of contact within iomart for any and all matters specific to your partners.
- Work with iomart Operations, Support and Deployment teams to ensure the timely and successful proposals & delivery of our solutions according to Dell EMC's & iomart's prospect's needs and objectives
- Communicate and report clearly on the progress of monthly/quarterly initiatives to internal and external stakeholders

- Own & update areas of joint Alliance / Partnership business plans.
- Forecast and track key account metrics and sales activities in Salesforce / CRM

## **Skills, Knowledge and Experience**

### ***Essential***

- A proven track record of partner / channel enablement and revenue generation within the IT services or Digital Agency industry, preferably with deep experience with Dell EMC and / or the cloud computing or CSP / managed hosting sector.
- An excellent understanding of Cloud technologies – Private, Public, Hybrid & Data Protection
- Experience of Windows and Linux server operating systems, SAN and storage, virtualisation and networking technologies
- Experience selling Dell EMC technology, DRaaS & Business Continuity solutions in the Channel
- A good discipline around using Salesforce / CRM to manage opportunities & accounts.

### ***Desirable***

- Several years' partner / channel management experience within the Cloud CSP, VAR, Digital Agency or managed hosting sector.
- Excellent understanding of data protection and IT continuity / availability subject areas
- Good exposure to digital transformation and cloud migration consulting / professional services engagements.
- Proven year on year target achievement
- Good relationships with sales leaders & district managers at Dell EMC.

### **What do we offer in return?**

- Exposure and access to cutting-edge technology as well as the opportunity to work alongside like-minded technical enthusiasts
- Holiday Trading Scheme – buy or sell part of your annual leave allowance
- Travel Loans - unsecured interest free travel loans to assist employees
- ShareSave/SAYE – buy shares in the company at a discounted rate
- ½ Day off on your Birthday
- Long service benefits – additional annual leave and access to private healthcare
- Snacks, drinks and fruit all day every day
- Breakfast on us every day including a hot roll on Fridays
- We'll shout you to lunch once a month
- Supported training

## **Training & Development**

As you can gather, we have a relaxed and friendly working environment where you will be working with some of the country's best talent and greatest technical experts. We want our people to thrive, prosper and to leave work every day feeling valued and that they have made a difference. Talented, motivated and creative people lie at the heart of our success so we invest heavily in our people by encouraging and supporting them to gain and maintain professional and vendor certifications. All of our staff are supported, through training and coaching, to learn our systems and processes enabling them to become a valuable member of the team quickly.