

## Partner Account Executive

Atlanta, GA  
Fulltime

Work with one of the most innovative and up and coming cybersecurity software companies in Atlanta. We are located at ATDC, Atlanta's premiere high tech start-up center in Tech Square in midtown Atlanta. You'll have the opportunity to work with a seasoned team of entrepreneurs and enterprise security software veterans as we build a great company. Our team has been involved in growing some of the largest brands in the Atlanta technology ecosystem and you will be working side by side with them.

We are seeking a Partner Account Executive that will be responsible for helping build and grow revenue through Apptega's Reseller and Managed Service Provider channels. We are looking for an individual that wants to join a startup where they can roll up their sleeves and help us grow our programs and drive early adopters. Specifically, this person must have a track record managing partners, building a pipeline, delivering results against a quota, developing scalable resources, working across teams, and building productive partner relationships.

### Responsibilities

- **Develop New Partners**
  - Actively recruit "the right" Security Resellers and Managed Service Providers
  - Communicate the value proposition to each partner and get them excited about working with Apptega
  - Train and onboard partner AEs, SEs, and Security consultants
  - Prospect into cold accounts using outbound and social techniques
- **Sell Through Established Partner Channels**
  - Aggressively build and manage the pipeline of end customer opportunities resulting from our partner activity, and consistently maintain an accurate forecast
  - Build a territory plan with committed partners that maximizes revenue, and builds partner and customer satisfaction
  - Develop and drive joint marketing activities with top tier partners
- **Be a Part of the Apptega Sales Community**
  - Be an ambassador and represent Apptega in relevant events, public speaking opportunities, trade shows, and customer/partner forums
  - Capture and communicate market intelligence, best practices and partner feedback
  - Be an expert on Apptega products and help your partners effectively sell new / existing customers

### Qualifications

- Vibrant and energetic with a "get it done" attitude
- Strong relationship building skills and business acumen with an ability to convey and relate ideas to others

- Able to build and maintain lasting relationships with partners and customers
- Excellent communications and highly developed interpersonal skills with strong ability to work collaboratively across the organization
- Ability to deal with ambiguity and make decisions with incomplete information
- Experience selling to Director, VP, and C-level executives
- Experience managing and closing complex sales-cycles using solution selling techniques
- Skilled in virtual presentations, online web demos, remote sales processes
- Proficiency using CRM software
- Experience working in high growth technology start-up or incubation businesses of larger organizations

## Requirements

- University or college degree in Business, Marketing, or an acceptable combination of education and experience
- 3+ years of successful Direct or Channel Sales experience within an Enterprise Software Company and/or preferably with a SaaS or Security company
- Experience working in a high growth technology start up preferred
- Track record of carrying and achieving assigned quota
- Willingness to travel to partner sites and to attend events as needed (Approximately 20-50% of travel time required)
- 1+ years working with managed service providers, integration partners, and/or reseller partners
- Consistent track record of success with \$500k+ quota

## 3 Reasons why you should apply...

- You are humble and collaborative
- You are looking to be a part of a sales team that believes in team selling
- You want to be on the ground floor of a best in class company and put your mark on the culture of the business

## This job may not be for you if...

- You have never carried an aggressive, but achievable sales quota, and consistently hit/exceeded your number
- You get frazzled by juggling multiple deals at once
- You get nervous about, or break into a cold sweat thinking of making cold calls
- You have a “lone wolf” kind of personality

## Excited? We can't wait to hear from you!

Apptega is an equal opportunity employer. Applicants are considered for positions, hired and trained based on their qualifications and experience, without regard to race, color, religion, sex, gender identity, sexual orientation, religion, national origin, age, genetics, disability, veteran status, or any other consideration made unlawful by applicable federal, state or local laws. EEO is the law. See EEO guidelines [HERE](#).