Join Joe Security to build a successful Partner Program!

Joe Security LLC is a fast growing Swiss based company specialized in the development of automated malware analysis systems. We develop and support Joe Sandbox - one of the most advanced malware analysis system for Windows, Android, Linux, iOS and Mac OS X operating systems. Joe Sandbox is actively being used by CERTs, CIRTs, AVs and firewall vendors around the world.

We are looking for a Channel Sales Partner Manager to join the team. The Channel Manager wins, maintains, and expands relationships with new and existing channel partners. The Channel Manager is responsible for achieving sales, profitability, and partner recruitment objectives and represents the entire range of company products and services to partners. We are located in Reinach, Switzerland, very near to the city of Basel with good access by public transportation and car.

Channel Sales Partner Manager 100% (m/w) remotely/on site

Job Responsibilities:

- Develop and communicate a clear and concise Channel Sales Partner Strategy for the global market
- Channel management planning, strategic and operational planning, market development, business planning, and forecasting
- Support and drive sales activities and grow the direct and indirect business through the partner network
- Meet and exceed revenue and profit targets for partner sales
- Pro-actively spot business cases where working with a partner would enhance Joe Security's chances of winning or giving a higher revenue potential
- Production of a monthly report outlining both current and proposed partner activities
- Develop materials for training, selling and marketing that can support channels, partners and internal team members
- Scouting and recruiting of new channel partners
- Proactively assess, clarify and validate channel partner needs on an ongoing basis
- Support product development and participate in general product strategy through feedback from partners by working closely with engineering and product management to translate customer needs to product requirements.

Job Requirements:

- **Strong interest/experience in IT security market**
- Partner enablement experience within a SaaS business environment
- Ability to manage the life-cycle for channel engagements, from scouting and alignment, negotiations to close agreements, successful on-boarding, and hands on operational help
- Excellent presentation skills (remote and in person), including an ability to communicate at both a technical and a business level
- Willingness to travel (50%)
- Ability to work independently as well as in a team
- Fluent in spoken and written English
- Bachelor's degree

Why join Joe Security?

- Become part of a cool team of engineers and malware specialists
- Work with High-Tech products used by industry leaders
- Flexible working hours
- Spacious office in an excellent work environment
- Work at home for up to 2 days per week
- Competitive salary and bonuses
- Profitable and internationally well positioned IT business
- Free drinks and gym reimbursement
- Employee training programs

Interested? We would be happy to invite you for an interview. Please send your job application to career@joesecurity.org.