

Greece Jobs Expertini®

Indirect Sales Manager Based in Greece and Covering the Balkan Region

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Company: BMC Software, Inc.

Location: Athens

Category: other-general

Description and Requirements

#LI-KD3

At BMC trust is not just a word - it's a way of life!

We are an award-winning, equal opportunity, culturally diverse, fun place to be. Giving back to the community drives us to be better every single day. Our work environment allows you to balance your priorities, because we know you will bring your best every day. We will champion your wins and shout them from the rooftops. Your peers will inspire, drive, support you, and make you laugh out loud! We help our customers free up time and space to become an Autonomous Digital Enterprise that conquers the opportunities ahead - and are relentless in the pursuit of innovation! BMC Software Sales Professionals have the power to transform entire organizations. With your high-energy, dedication, and passion you will focus on designing and executing a go-to-market strategy, delivering revenue growth and customer happiness. If you are looking for a company that gives you the freedom to expand your role, focuses highly on your professional development through continuous enablement, gives you an environment where you would feel happy to come to work, then BMC is the place to be. Join us as an Indirect Sales Channel Leader! BMC Software Indirect Sales professionals have the power to transform entire organizations through our partner ecosystem. With your high-energy, dedication, and passion you will focus on designing and executing a go-to-market strategy, delivering revenue growth and customer happiness. **Here is how, through this exciting role, you will contribute to BMC's and your own success:**

- Responsible as an indirect primary quota carrier. Building a go-to-market business plan, aligned to indirect and

regional plan, while continuously pushing to exceed your targets. • Business plan creation for individual and specific partners. Communicating the plans to both internal BMC and partner stakeholders. • Design a partner pipeline generation program to produce incremental new license revenue by developing an autonomous partner ecosystem. • Lead as a BMC brand ambassador both internally and externally and build trust and confidence with customers, partners and colleagues through integrity and professionalism. • As every BMC employee, you will be given the opportunity to learn, be included in global projects, challenge yourself and be the innovator when it comes to solving everyday problems. **To ensure you're set up for success, you will bring the following skillset & experience:** • You can embrace, live and breathe our BMC values every day! • You know what it takes to lead a team and have a clear understanding of people and partner development. • You have previously demonstrated your sales creation mentality and success with experience in both direct and indirect sales, while having an in-depth understanding of pipeline, business practices, industry trends, and competitive landscape. As well an extensive network of software resellers and system integrators in the market. • You can work effectively as a team member while also providing team-on-team leadership and orchestrating the internal and external resources needed to effectively manage the sales process.

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