

VAR Channel Sales Representative, North America

Company: RedTail Solutions, Inc.	Job Type: Sales/ Some Marketing
Location: Corporate HQ Westboro, MA	Req'd Education: 4 Year Degree
Base Pay: Base + Commission	Req'd Experience: At Least 5 Years
Employee Type: Full-Time Employee	Req'd Travel: As Needed
Industry: Supply Chain SaaS	Relocation Covered: No
Manages Others: No	

DESCRIPTION

RedTail Solutions, Inc., a privately held company, located in Westborough, MA enables suppliers to compete at the highest level in today's supply chain by providing a Software-as-a-Service (SaaS) platform for b2b collaboration. RedTail is looking for a VAR Channel Representative to maximize the sale of RedTail's Software as a Service Solution for EDI and global data synchronization to mid-market suppliers by working with Value Added Resellers (VAR's) in specific accounting/business system channels where RedTail has "out of the box" integration. To be successful you must first and foremost know how to recruit, manage and grow a VAR channel, be a strong business manager who can see and capitalize on opportunities and then convince your channel partners to execute on these opportunities.

Principal Job Responsibilities:

1. Communicate the RedTail value proposition and continually reaffirm its value to VARs and their clients
2. Forecast VAR end-user sales on an ongoing basis
3. Negotiate, execute and manage business agreements with VAR partners
4. Build solid relationships at all levels of account management ; Continuously stay in contact with VARs via phone, newsletter, email, etc.
5. Provide in-depth demos and solution selling to both VAR partners and the prospects they bring.
6. Play an active role in closing end-user business by working closely with VARs and managing a sales pipeline

Other Functions:

- Act as spokesperson for RedTail Solutions in all business settings
- Participate in overall business planning and reporting
- Participate in the planning and implementation of selected initiatives

REQUIREMENTS**Education/Experience:**

Bachelors' degree. Minimum 5 years work experience in sales and/or marketing required. Knowledge of and experience with our current ISV channels is desired

Knowledge/Skills/Abilities:

- Knowledge of ISV Channels
 - experience with one or more of the following ISV channels: SAGE Software (ACCPAC ERP, ProSeries; MAS 80/200/500; Business Vision,) Microsoft Dynamics, Great Plains (Navision, Axapta);
 - existing network and contacts
- Problem Solver
 - Strong evaluator; "can do" approach
 - Flexibility and resiliency; Self-supporting
 - Ability to hit the ground running with a short training period
- Account and Pipeline Management
 - Attention to detail and ability to follow through
 - Influencer, credible and well organized
 - Strategic thinker/planner, results oriented
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- Team Player
 - Willingness to share information, pitch in when needed
 - Ability to understand constraints of others

Key Interfaces:

- Owners, entrepreneurs of VAR organizations
- RedTail Implementation and Development Teams
- RedTail Senior Management
- ISV partner managers

Reports To:

Vice President/Director Sales

Job Description:

Applicants MUST be both a hunter and a farmer, a seasoned team player possessing deep experience with VAR channel sales. This individual will be responsible for the marketing and sale of the RedTail services through the VAR channel partners within the assigned territory. The VAR channel Representative will be measured on the success factors of the channel program within the North American territory of Canada and the United States, including partner development and overall partner proficiency, pipeline development, sales revenue, with relationship to RedTail's SaaS EDI and global data synchronization solution.

Compensation: Generous base and commission that is commensurate with experience.

Benefits: Stock Options, Health, Dental, 401K; 3 weeks vacation plus holidays

Relocation: no

About RedTail:

RedTail Solutions, Inc. is a privately held company, located in Westborough, MA. It enables suppliers to compete at the highest level in today's supply chain by providing a Software-as-a-Service (SaaS) platform for b2b collaboration. This advanced platform provides a suite of hosted services that integrate seamlessly with middle-market systems like Microsoft Dynamic (Great Plains) to enterprise back office systems such as SAP®. Suppliers can connect and trade through a single solution with their key customers as well as third-party logistics providers in warehousing and transportation. There are more than 500,000 suppliers that participate in the global supply chain today that can gain immediate benefits by using RedTail's fully integrated and automated electronic collaboration through a single interface, helping them to eliminate transaction errors, reduce penalties for non-compliance and ultimately to streamline business processes. For more information, visit www.redtailsolutions.com.

To Apply:

Send resume with salary requirements to: jobs@redtailsolutions.com