



**Human Crafted.  
Enterprise Optimized.**

## Partner Development Manager

### About Your Role:

The Partner Development Manager (PDM) is responsible for building a network of Channel Partners within the assigned region as part of the Field Sales Team. Working closely with the territory Channel Director, the PDM works to maintain/expand relationships in conjunction with company goals and objectives. You will be part of a team that includes our most productive partners and Channel Directors, and must work well to achieve a Team Sales and Partner Experience goal.

### About Spectrotel:

Spectrotel is a leading national next generation aggregator of Voice, Internet, Cloud Communications and Managed Services. Spectrotel aligns suppliers, agents, and customers, through the use of Spectrotel's aggregation platform to bring out the best of each to maximize customer success and experience. We are the "Network of Networks" and have achieved this through the committed, passionate, and driven team of associates that make up the Spectrotel team.

We are proud of having created a unique and valued experience for some of the most well-known brands throughout the country by providing exceptional service and technology solutions crafted to meet and exceed their business needs. We owe our success to a set of simple principles: integrity, honesty, flexibility, and ambition. It is the embodiment of these traits that make Spectrotel a distinctive integrated solutions company.

As a privately held company we seek individuals who can help contribute to the company's success. This means you are not shy, you like rolling up your sleeves, digging in, and helping solve problems, you feel energized when you present an idea and most importantly you are persistent, passionate, and never satisfied with the status quo.

### Responsibilities include but are not limited to:

- Drive increased Sales Achievement supporting all partners within defined territory
- Support Channel Partners with price and product solutions, pricing quotes and order processing.
- Educate Channel Partners on company products solutions, pricing quotes and order processing.
- Motivate and direct Channel Partners to exceed sales objectives by continuously striving to minimize sales conflict, providing education on the company value identifying sales opportunities.
- Provide primary point of contact for guidance and direction regarding all levels of product information, pricing, and technical support.
- Provide feedback to management and Channel Partners to ensure that sales and marketing plans, programs and policies are executed through the levels of channel operations.
- Provide analysis and recommendations for continuous development of channel programs.
- Support territory while Channel Director travels or out of the office.

### Qualifications:

- 2+ years of sales/customer service experience
- A strong team player driven to succeed
- Ability to work independently in a fast-paced environment



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- Strong sales and relationship building
- Excellent communication, negotiating and closing skills with prospects and customer
- Ability to adapt to changing priorities and functions based on changing market conditions
- General technical skills and an understanding of customer needs
- Presentation and training experience
- Proven track record of achieving monthly quota

Spectrotel is an Equal Opportunity Employer. All applicants will be considered for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status, or any other legally recognized protected basis under federal, state, or local laws, regulations, or ordinances.