

Job Description: Partner Sales Exec

Location: UK Nationwide

Description of Company

Thoughtonomy is an exciting technology business operating in what is undeniably one of the impactful markets of current times, that of automation through robotics.

According to the 2016 World Economic Forum in Davos, the world is on the verge of a fourth industrial revolution – the age of robotics and artificial intelligence. As the WEF put it; “We stand on the brink of a technological revolution that will fundamentally alter the way we live, work, and relate to one another”.

Thoughtonomy are a business who are at the forefront of bringing this revolution to reality, helping organisations across the globe deploy their technology to support new ways of providing business services. Working with some of the largest companies, service providers and outsourcers in the market, helping organisations to realise business efficiency through the deployment of the Thoughtonomy intelligent automation platform.

As a result of 300% year on year growth we are expanding rapidly and are seeking applications from energetic, enthusiastic and motivated people to join our team and be part of this exciting journey. Candidates are assured of a dynamic and vibrant workplace, one of the hottest marketplaces in the world today, a class leading solution, and unlimited possibilities for the future.

Description of Role

We are seeking extraordinary tenacious individuals with 2+ years’ experience in either direct sales or partner **(Channel)** sales, who wish to take their sales careers to the next level and looking to join one of the most exciting automation companies in the world, operating in one of the highest growth markets in IT and business transformation today (with analysts projecting market growth of 60% CAGR over the next five years.)

You will be a quick learner who can become an expert in our intelligent automation platform and understand the role that automation and cognitive will play in the digital transformation of traditional business models and how Thoughtonomy will enable value for our clients.

As a Partner Sales Exec, you will be working with medium, large and/or enterprise clients. As this is a new role, you will also have the opportunity to input into the go-to-market strategy for the partner desk in the UK and Europe with the opportunity to grow into a Senior partner manager.

The candidate will be comfortable working with partners to lead sales and enablement efforts. The candidate will need to be able to evangelize Thoughtonomy’s intelligent automation platform across all levels of the partners and to their clients. The candidate will be comfortable championing the innovative power of the Virtual Workforce to make organizations more productive. With a passion for automation, you will be leading efforts to show how Thoughtonomy’s Virtual Work can transform not only the partners clients, but how it can transform their service offerings.

In this role, you will need to develop close relationships with senior managers and executives across multiple business functions and drive increased sales of Thoughtonomy within the partners.

Qualifications

- BA/BS degree or equivalent practical experience.
- Strong technical aptitude
- The ability to work in a dynamic and fast moving working environment
- 2+ years of either direct sales or partner sales experience
- 2+ years of SI or equivalent experience (desired, but not essential)
- Automation experience (desired, but not essential)
- Experience working cross-functionally
- Travel maybe required, but initially this is will an office based role, with potential to move to a senior partner role.

In this role, you will be part of a dynamic team and will receive training and support from senior members of the team. You will be given the opportunity to grow into a Senior Partner Manager and go on to manage key strategic partners which includes global organisations for those interested in an international career.

Core Duties and Responsibilities

As a member of the partner team, you will develop and execute plans and strategies to achieve revenue goals, growth and market share with the Partners.

- Drive outbound outreach to target prospects/partners and work with the marketing team to deliver this message
- You will manage inbound activity, qualify the potential partner and where appropriate introduce the potential partner to Thoughtonomy
- Coordinate the on boarding, enablement and management of the designate Partners
- You will work with and coordinate the appropriate pre-sales support and direct client managers
- Alliances to assure ongoing growth and to create and maintain a continuous culture of success and achievement.
- You will be trained on our product and technology to engage in thoughtful product discussions and hands-on demonstrations to decision makers and stakeholders.
- Provide support to senior partners mangers
- RFP & bid support
- Provide support to Thoughtonomy's strategic partners which will also include various tasks such as proposals, pipeline management, campaigns & other general enquires
- Maintain accurate, predictable forecasts, and drive continuous improvement and training of the partners