

What We're Looking For:

- Español nivel nativo.
- 3+ years of experience working with Channel Partners, preferably in Europe and/or Asia
- Strong track record of success in sales (preferably SaaS, very preferable Education/Corporate training)
- Strong pipeline management and sales process management skills
- Entrepreneurial spirit and comfort working in an International environment
- Experience using technology and various cloud-based business productivity tools (e.g. Salesforce, Slack, G Suite, etc.)
- Fluency in multiple languages preferred: Inglés, Chino

What You'll Do:

- Build a new pipeline of potential global channel partners in Europe and/or Asia based on market research and local networks, influencing the regional sales strategy in conjunction with the commercial team
- Create a sales and territory plan to ensure a positive partner ecosystem without conflict and where targets are met.
- Establish Hikvision as a desirable partner through: attending events, networking, making presentations and being active in social media.
- Establish, negotiate and close distribution contracts with new partners in desired regions
- Ensure Partner engagement with Hikvision, enabling them to easily resell our solutions and supporting them to develop a pipeline of opportunities.
- Conduct ongoing strategic business reviews with the Partner to understand their business needs and ensure Hikvision's internal alignment with those needs.
- Partner with Hikvision's marketing team to build pipeline, create content, design programs, and support events.
- Act as an internal advocate for the Partners with the Product, Marketing and other Hikvision teams as necessary.

What We're Looking For:

- Excellent English written and oral communication skills
- 3+ years of experience working with Channel Partners, preferably in Europe and/or Asia
- Strong track record of success in sales (preferably SaaS, very preferable Education/Corporate training)
- Strong pipeline management and sales process management skills
- Entrepreneurial spirit and comfort working in a start-up environment
- Experience using technology and various cloud-based business productivity tools (e.g. Salesforce, Slack, G Suite, etc.)
- Fluency in multiple languages preferred

In addition to a rewarding job that that will directly impact how millions of students learn English, working here, you'll enjoy:

- Competitive salary (base/commission/bonus/equity)
- Work with an international team
- Car

CV: Teresa.P@hikvision.com (Teresa Polo Fernández)