

Territory Manager – Seattle

Nintex is the world's leading SharePoint workflow company, with over 3000 customers in 90 countries serviced by a global network of high quality partners and service providers. Nintex delivers innovative software and cloud services that empower organizations to automate business processes, quickly and easily.

We are currently seeking an experienced and passionate Territory Manager to join our successful sales team in Seattle. Working with an experienced sales and marketing team selling the world's leading SharePoint add-on products, you will help build our Partner Channel within your territory as well as grow business within existing accounts.

This is an opportunity to join an established company that has proven innovative products.

You will be responsible for:

- New business development – working with partners and prospects to bring new business to Nintex
- Managing existing accounts and increasing customer spend through partner channels
- Establishing and maintaining positive relationships with new and potential partners
- Driving the end to end partner sales cycle
- Reporting on sales activities – status reports, management and planning of sales opportunities
- Developing and delivering effective presentations for partners and customers
- Maintaining partner and customer information in the database
- Meeting agreed revenue, profitability and customer satisfaction targets

You will come to us with:

- Knowledge of managing a sales territory through partner channels
- Experience with and understanding of Microsoft SharePoint, with exposure to Nintex products desirable
- 5+ years sales experience in a similar role
- A history of successful sales - achieving or exceeding targets, customer development
- The ability to write sales proposals and other sales collateral
- Excellent interpersonal skills – great influencer, passionate about the team, loved and respected by partners and customers
- A sense of humour
- A strong sense of teamwork; motivated by helping others, not themselves
- Multi-tasking ability – you can manage many tasks at once!
- A high level of trust and integrity

Nintex offers an excellent remuneration package and benefits including:

- A great place to work
- An awesome team of people to work with
- Personal and Career development
- A company that genuinely cares about you
- Flexibility to work in the way that brings out the best in you
- The ability to do what you love, in an environment that supports you
- 401K and Health
- Cell phone and home internet allowances
- Training, support, coaching and development

If this sounds like you, we would like to hear from you today. Please apply by sending your resume and cover letter to hireme@nintex.com