

PARTNER DEVELOPMENT MANAGER

Immediate opening for a Partner Development Manager within a dynamic and fast growing telecommunications solutions provider based in Petaluma. Company is a leading nationwide distributor of business-class telecom services for Qwest, Verizon, AT&T, XO, and more than 20 other top telecom providers. This 45 employee company was founded in 1994 and is stable, profitable, and has earned an outstanding reputation in the industry for integrity and top talent. Company offers an excellent working environment and competitive compensation for the right candidate.

The Partner Development Manager will be responsible for implementing progressive recruiting strategies in order to develop and increase our client base through strong client relationships. This position will generate qualified leads to feed a recruiting pipeline for follow-up by the President and ultimately to the Partner Sales Director. In addition, this position will be responsible for working with cross-functional teams to support Sales/Lead Generation initiatives. The challenge will be to build the relationships necessary to implement and execute strategic recruiting plans to meet project goals while providing high quality candidates.

EDUCATION/EXPERIENCE & OTHER MINIMUM QUALIFICATIONS REQUIRED:

- A minimum of 5 years of related sales and account management experience within the Telecommunications Industry.
- Ability to identify and accurately articulate the key development business objectives.
- Strategic and tactical selling skills evidencing the ability to create, with the candidate, a vision of the value of implementing Intelisys products and services within their new organization.
- High personal integrity and an honest, trustworthy, and sincere personal demeanor evidencing the ability to forge positive and long lasting relationships with customers.
- Small company / self starter experience, perhaps coupled with a prior large company affiliation, would be desirable evidencing the ability to make things happen with limited resources and direction.
- Excellent interpersonal, organizational, negotiation, time management, scheduling, and communication skills.
- Be driven, have perseverance, and have the ability and desire to "make things happen."
- Have excellent presentation and phone skills.
- Have a sense of urgency and a sense of commitment, with strong, follow-up skills.
- Computer literate with basic knowledge of MS Office.
- Ability to thrive in a fast-paced and high pressure environment

Please submit salary requirements with resume.