

## Channel Account Manager Benelux

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Company: SentinelOne

Location: Netherlands

Category: business-and-financial-operations

### **About Us:**

SentinelOne is defining the future of cybersecurity through our XDR platform that automatically prevents, detects, and responds to threats in real-time. Singularity XDR ingests data and leverages our patented AI models to deliver autonomous protection. With SentinelOne, organizations gain full transparency into everything happening across the network at machine speed – to defeat every attack, at every stage of the threat lifecycle. We are a values-driven team where names are known, results are rewarded, and friendships are formed. Trust, accountability, relentlessness, ingenuity, and OneSentinel define the pillars of our collaborative and unified global culture. We're looking for people that will drive team success and collaboration across SentinelOne. If you're enthusiastic about innovative approaches to problem-solving, we would love to speak with you about joining our team!

### **What are we looking for?**

SentinelOne is seeking an experienced Channel Sales Manager to manage an assigned group of focus partners in the Benelux region where we are rapidly growing our presence.

### **What will you do?**

Implement and manage an effective channel strategy

Increase Partner Generated revenues and Partner Initiated Deals

Manage existing and grow new national focus partners that will allow better market and vertical sales and support coverage

Execute account mapping, meetings and demand generation activities with other SentinelOne staff and partners to qualify target accounts and opportunities that will lead to Partner Initiated Deals and POCs

Generate monthly, quarterly and yearly planning of sales activities

Lead Enablement sessions to train our focus partners to ensure we have self-sufficient partners

Build up strong relationships with relevant decision makers and key persons within partners

Support marketing plans and coordination of marketing activities

### **What skills and knowledge should you bring?**

#### **English and Dutch language skills required**

5+ years of high-tech channel sales experience in an enterprise sales environment

Proven track-record of driving continued partner growth and revenue

Knowledge of and network within VAR Channels

Understands business models of channel partners and knows how to build in our solutions and offerings into Partner offerings

Strong working knowledge of the cyber security or similar space

Metrics driven and accountable - takes ownership and responsibility

Can work in a fast paced, start-up environment

Great relation and reputation with key partners in assigned region

Able to present in front of a bigger audience and to host events with and for partners and end-customers

Able to identify and initiate deals with partners

Able to work on deals and close them with a partner in close sync with SentinelOne Account Teams

Bachelor's degree or equivalent work experience

SentinelOne is proud to be an Equal Employment Opportunity and Affirmative Action employer. We do not discriminate based upon race, religion, color, national origin, gender (including pregnancy, childbirth, or related medical conditions), sexual orientation, gender identity, gender expression, age, status as a protected veteran, status as an individual with a disability, or other applicable legally protected characteristics.

SentinelOne participates in the E-Verify Program for all U.S. based roles.

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