

Sales Associates - Partners - Dutch Speaking

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Company: SS&C Technologies Holdings

Location: Netherlands

Category: other-general

Job Description

SS&C Blue Prism

SS&C Blue Prism allows organizations to deliver transformational business value via our intelligent automation platform. We make products with one aim in mind - to improve experiences for people. By connecting people and digital workers you can use the right resource, every time, for the best customer and business outcomes. We supply enterprise-wide software that not only provides full control and governance, but also allows businesses to react fast to continuous change.

Exceed customer expectations, stay competitive, accelerate growth.

About the Role

The Partner Sales Associate role is responsible for several partners in a specific segment of the market. The role will include managing partners to ensure that we protect the base through the renewal, identify new & upsell opportunities within the partners existing client base. The Partner Sales Associate will also be responsible for driving net new opportunities through campaigns and outbound prospecting. In addition, the region that the sales associate is part of, will support the other members of the partner team with several tasks and activities.

External Communication: Partners, Customers,

Variety of Organisational interlocks: Field Sales, Channel Sales, Pre-Sales, Field

Marketing, Marketing Operations, Sales Operations, Product Marketing, Product Marketing.

Success Metrics:Protect– Renewal Targets. **Incremental revenue** (New) Upsell & Net New Business

KPIs: Management of the partner, key stakeholder relationships, Enablement & Education. Reduction in churn, increase in pipeline. Perception of the partner internally and externally. Joint proposition development.

Your Responsibilities

Protect the base, working with a defined set of partners.

Generate new demand and opportunity working together with the partner.

Improve and increase the awareness of Blue Prism within the partner and therefore, their clients.

Build a network of individuals inside Blue Prism to help with the activities – The virtual team.

Work with marketing to support joint demand generation.

As a secondary responsibility – Support the other partner managers within the region your designated. Tasks and activities will be supporting campaigns, renewals, certification.

Provide accurate weekly reports and eventually forecasts for the designated partners.

Track and manage prospecting, qualification, and nurture activities in the company's sales force automation (Salesforce) system.

Your Experience

Bachelor's degree preferred but not essential

Fluent in Dutch and English - other languages beneficial

Inquisitive / Curious, Ability to think independently, Critical Thinking

Professionalism, team working, hard working.

Motivated, flexible, Persistent

Enjoys working with people, building relationships

B2B / B2C experience

Familiarity with various business systems technology used in sales and personal productivity.

Experience in an industry with a significant volume of customer/prospect interaction

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