



Department: Sales and Support

Job: Partner Executive-Partner Account Manager, East Financial Services

Job ID: US075

Position Type: Full-Time Regular

Company Name: Ingres Corporation

Location: New York City

Posting Date: April 4, 2008

Experience: 5+ years experience in building full Partner ecosystems for Enterprise Software Solutions; Open Source or database sales preferred

Job Description:

As a Partner Executive you will work within your assigned territory to manage all partner development, sales and partner satisfaction within the territory. The Partner Executive will be responsible for the signing and further development of System Integrators, local ISVs and OEMs, as well as channel partners. Additionally, you will be responsible for maintaining relationships with top partners, driving marketing activities, and coordinating field sales teams efforts. Will bridge corporate initiatives and global partnerships with regional plans that are executed through the field sales force. You will be the sales leader within your territory and be responsible for leading resources to achieve results for your partners and Ingres.

Primary Responsibilities:

- Achieve monthly, quarterly and yearly pipeline and forecast goals and software revenue target(s)
- Proactive calling into prospective and existing partners
- Effectively build and execute a go-to-market plan with all partners maximize revenue
- Arrange and participate in conference calls between partner's technical staff members and management decision makers to execute and facilitate the sales process.
- Learn and maintain in-depth knowledge of the Ingres product line, support and services, industry trends, and competition
- Maintain current and accurate account information within our contact management system Salesforce.com.
- Work with Account Executives and Software Engineers to technically qualify and advance opportunities with our partners to closure
- Create and deliver sales presentations and product demonstrations in person, or leveraging web-based remote demo technology

Job Qualifications:

- 5+ years experience in building full partner ecosystems for Enterprise Software Solutions; open source or database experience preferred

- Acumen for understanding software technology associated to customers business needs.
- Demonstrated history of consistent goal achievement in highly competitive environment
- Energetic, upbeat, tenacious team player with excellent verbal and written communication skills.
- Must possess strong prospecting account management, and closing skills including; knowledge of local business organizational structures, experience successfully gaining access to decision makers, selling into technical user base & C-level, uncovering buying influences, overcoming customer objections, and purchasing processes.
- History of structuring “go-to-market” plans with partners based on their business model and Ingres resources.
- Excellent prospecting and multi-tasking skills.
- Outstanding relationship building skills with a high degree of responsiveness and integrity.
- Familiarity with database, open source & enterprise markets and technologies.
- Sales affinity, including competitiveness, win-win attitude, accountability, and work hard/play hard mentality.
- B.A/B.S or equivalent work experience.

Contact:

For immediate consideration, email cover letter and resume to: Richard Wrbanek
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Ingres is an equal opportunity employer