



## Channel Sales Manager

ClearGage Tampa, FL, USA

### Compensation

\$90,000 to \$100,000 Annually (plus commission)

### Benefits Offered

401K, Dental, Life, Medical, Vision

### Employment Type

Full-Time

We are looking for an experienced Channel Sales Manager to join our Business Development team! The Channel Sales Manager owns, maintains and grows relationships with assigned channel partners, driving revenue growth through the creation and execution of strategic initiatives. The Channel Sales Manager is responsible for achieving sales, profitability, and partner recruitment objectives.

### ESSENTIAL FUNCTIONS:

- Aggressively drive partners to maximize sales and total partnership potential through sales best practices, training and support.
- Support Channel Partners to ensure that they have the training and tools they need to effectively sell and service ClearGage products
- Conduct regular in-field sales training sessions, partner sales enablement activities and webinars.
- Promote brand and product awareness through selling webinars, collateral bases promotional efforts and detailed training demonstrations.
- When necessary, conduct joint customer visits with channel partners to present and promote ClearGage solutions
- Provide regular updates to sales management on status of existing partners as well as potential opportunities. Provide weekly report of pipeline and forecast
- Communicate regularly with our partners (existing and potential) on new products, services and potential new programs
- Collaborate with internal departments (Marketing, Implementations, Client Success) ensuring alignment of partner and ClearGage objectives

**ACCOUNTABILITY AND PERFORMANCE MEASURES:**

- Achieves assigned sales quota in designated partner accounts.
- Meets assigned expectations for profitability.
- Completes partner account plans that meet company standards.
- Completes required training and development objectives within the assigned time frame.

**QUALIFICATIONS:**

- Four-year college degree from an accredited institution or equivalent work experience
- Minimum 5+ years of channel sales experience in payments or healthcare technology
- Proven track record of success selling in a highly competitive environment
- Self-starter with a high-energy level and proven track record of quota over-achievement
- Excellent communicator, both written and verbal
- Experience using sales CRM automation tools, Salesforce preferred
- Intermediate level knowledge of all Microsoft office programs in Windows, including Excel, Word, Outlook and PowerPoint required
- This position requires extensive domestic travel

**About ClearGage:**

Headquartered in Tampa, Florida (Northdale), ClearGage is a rapidly growing healthcare payments technology company providing innovative payment solutions to the healthcare industry. To learn more about ClearGage, please visit our website at [www.cleargage.com](http://www.cleargage.com).