

Title: Channel Partnership/Enterprise Sales

Employee Status: Exempt

Reporting: Chief Operating Officer

We're seeking an A-player to drive sales for SENTIO, an early stage, financially backed B2B SaaS company. This individual must have experience in enterprise sales and building successful channel partnerships. Someone who thrives in the early stage, fast-paced, high energy environment and sees it as a puzzle that they're trying to solve. There is no sales manual for this position; you will create it.

Key Responsibilities

- Responsible for two important functions:
 - Develop strategy and to execute the on-boarding of new enterprise partners
 - Develop strategy and manage SENTIO's partner relationships to ensure each partnership's goals are met.
- Create and build trusted relationships with our partners
- Lead partner discussions ensuring alignment of process, critical inputs, goals, and reporting.
- Track and analyze data to drive, evaluate, and communicate performance to the partner.
- Deliver cross-functional solutions by collaborating with internal SENTIO teams.
- Support Marketing efforts as subject matter expert on channel partnerships and enterprise opportunities.
- Maintain knowledge with accurate and up to date information relating to policies, procedures, and industry trends.
- Provide insights of "voice of the customer" to keep SENTIO informed of industry trends and customer needs.

Required Skills / Experience

- Excellent interpersonal, written, and verbal communication skills, including the ability to ask probing questions, understand concerns, overcome objections, and expand business relationships with senior and C-Suite representatives.
- Exceptional work ethic, with ability to effectively manage multiple priorities and adapt to change daily.
- Effective project management skills, with strong attention to detail.
- Strong analytical and presentation skills, with experience in MS Office and G Suite.
- High levels of empathy and humility required for this relationship driven role and for SENTIO's customer-centered culture.
- Ability to provide thoughtful and constructive feedback on product, operations, and growth strategy.
- Previous experience in a client or customer facing role preferred.
- Willingness to travel on short notice