



We work with confidence!



Acronis is a global provider of storage management software that enables corporations and individuals to move, manage and maintain digital assets.

Acronis sells innovative solutions for disaster recovery, server consolidation and virtualization migration, which allow users to maintain business continuity and reduce downtime in computing environments.

Acronis software products are sold in more than 180 countries and are available in 15 languages.

Partner Account Manager (m/f)

This position, based in **Paris**, is specifically focused on developing the Acronis business through the management and enablement of a number of existing Channel resellers and the acquisition of new targeted accounts. A key focus of this role will be the enablement of Partners through education, training, spliff activities, business and marketing plans and report to the General Manager Southern Europe.

Your Tasks

- Engage channel partners and evangelize on the Acronis Software portfolio, the business opportunity and the Acronis Partner program
- Manage existing leads through partners and ensure each prospect/client is being contacted and opportunities are qualified and followed-up on
- Generate new leads/opportunities through Managed accounts
- Provide quotes on specific opportunities and work with partners to complete the sales
- Train and educate partners, sales and licensing teams through presentations, meetings, and the Acronis partner certification programme
- Coordinate marketing activities organized with partners to increase lead generation with the help of UK management and Marketing resources
- Define activities and sales targets and obtain commitment from Existing and new Partners
- Travelling to Partners and targeted partners will be required as part of this role

Your Profile

- University degree/Business school
- 3-5 years experience at IT resellers/Distributors, or hardware and software vendors is **MUST**
- Ability to communicate well both verbally and in writing is critical
- Past experience and relationships with VAR and/or LARs (Insight, Software box, Trustmarque) are key and business plans to Business partners
- Experience presenting complex value propositions to VAR accounts and/or presenting in front of large groups of sales people
- Target driven: this position is attached to individual and group sales targets
- Mature and very independent worker focused on deliverables
- Self-starting, self-motivating, self-learning work approach.
- “Go getter” attitude
- Aptitude for quick learning of technical and procedural topics.

Our offer

A competitive package + benefits will be offered depending on professional experience. Immediate availability is preferred to long notice periods.

You like to be on the move and take responsibility? Acronis could be the place for you!
We offer a dynamic team setting and varied challenges in an international setting.
We would love to hear from you!

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