

Partner Manager (Sales)

Are you passionate about Smart Cities, Internet of Things and AI? Do you have experience with sales and solution selling through global partners? We are currently looking for an experienced Partner Manager who understands our technological domain and can proactively support our partners with solution selling, customer acquisition and closing sales. Join our fast-growing company and help Tvilight's partners and their customers, around the world.

TVILIGHT is a European market leader in professional end-to-end lighting control solutions, with an installed base of over 250 projects in over 20 different countries. We specialize in delivering software, wireless devices and sensors to manage and control citywide lighting infrastructure. Tvilight's open software platform allows integrating a multitude of third-party applications and constituting a reliable, future-proof base for Smart Cities and IoT.

Job Description

As a Partner Manager at Tvilight you will be the sales consultant for our business partners and their end customers and helping them to promote and sell connected lighting solution. You will be responsible for developing and generating new business with partners. Selling Tvilight's solutions "to", "through", and "with" the partners. Training, supporting and coaching the local sales teams and building a strong ecosystem of key stakeholders in specified regions.

You will be operating on international level and be required to travel frequently. You will be working out of our Sales Office in the Netherlands, located in Schiphol-Rijk near Amsterdam Schiphol. You will be a part of the local Tvilight team, reporting to the Chief Commercial Officer located in the Netherlands.

Key Responsibilities and Tasks

- Develop strategic plan to further penetrate current markets, identify new markets and promote the complete Tvilight solution
- Develop and realize new sales with both existing as well as new partners.;
- Built an ecosystem with key stakeholders in a specific territory;
- Establish relationship at all levels within a partner's organization to promote and sell Tvilight's intelligent lighting solution;
- Train, coach and support partners in building up knowledge and generating revenue;
- Develop and manage funnel by identifying, tracking and facilitating closure of key sales opportunities in collaboration with partners;
- Track the status and activities of all assigned accounts and generate periodic reports related to expected closures for any given fiscal quarter, overall prospect lists, and other information;

Professional Qualities

- Master's (preferred) or Bachelor's degree in Business, Marketing, or related field;
- Minimum 5 years of relevant experience in partner/ direct sales with strong sales credibility;
- Results driven individual with a proven track record in New Business sales;
- Sales experience in the Public sector;
- Solution sales experience required;
- Strong analytical and organizational skills;
- Highly motivated, and able to work independently;
- Strong interpersonal skills and the ability to work effectively with people;
- Able to work in a fast paced sometimes stressful environment;
- Excellent oral and written communication skills in English;
- Any second/third language like German, French or Spanish would be considered a plus;

Personal Qualities

- High interest in technology specifically ICT / IoT/ Smart Cities;
- Able to work within a multi-cultural international team;
- Driven to make a positive contribution to a fast-growing young tech company;
- Goal driven with solution-oriented mindset;
- No 9-5 mentality;
- International travel (30% - 50% of time) is a requirement for this position;

We're looking for talented individuals who want to use their skills to help build a strong, technology-driven company. We offer competitive salaries, benefits, and a casual and fun environment that encourages quality, creativity & excellence. You will be working with our dynamic and experienced team which thrives on customer satisfaction and value creation!

Work location : Schiphol Rijk, The Netherlands

Apply to : career@tvilight.com

For information : Dominique van Rosmalen

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