

## **Regional Channel Sales Manager**

Powerside is a leading end-to-end provider of Power Quality solutions. Based in Montreal, Canada, and in Alameda, California, the Company aims to fundamentally change the power quality market which, although it is large (\$40B annually and growing), is complex and confusing for many customers.

Powerside's focus is on Power Security, a significant step above the traditional world of Power Quality. Customers today must identify and correct problems before they impact equipment and operations. Central to this mission is networked data which pinpoints power issues in real-time and allows operators to avoid downtime and to reduce energy consumption and operating costs.

Our product range extends from the PQube®3, the most capable and cost-effective power analyzer on the market, to a full range of low and medium voltage power correction equipment. To date, we have deployed 50,000+ monitoring solutions and delivered 5,000+ correction projects in over 50 countries. We are proud to count many of the world's leading companies, including dozens from the Fortune 500, as our customers.

We provide a competitive compensation package with healthcare and retirement plans. Also, all our employees share in the success of our company through a stock option plan.

## **The Role: Regional Channel Sales Manager**

This is an amazing opportunity to join a start-up that is heavily funded and lead by a tenured Executive team. We are poised for incredible growth and looking to add a key position to our Monitoring Channel Sales Team. We need a results-oriented, Channel Sales Manager with a strong background in the electrical / power quality industry to manage sales in the US & Canada markets, as well as other international markets. The successful candidate must be a highly motivated, creative self-starter who thoroughly enjoys the entire sales cycle! You will work out of your home office and be responsible for developing and growing sales through the channel as well as closing some direct sales to end customers.

### **The Role you will Play:**

- Recruit and onboard channel partners with a strong understanding of power quality
- Train the new channel partners and maintain their knowledge and understanding
- Develop and regularly update partner sales goals and lead generation approaches
- Coach, develop, mentor and nurture channel relationships
- Demonstrate our hardware and software technologies to potential partners and customers
- Forecast sales for your territory; effectively use our CRM to provide insight into active opportunities in all stages of the sales cycle
- Identify, manage and close new opportunities with existing and new utility, commercial and industrial accounts
- Ultimately drive the performance of your territory

### **Required experience:**

- Bachelor's degree in Electrical Engineering, a related discipline or relevant industry work experience preferred.
- 5-10 years of experience selling electrical equipment, instrumentation, controls or power quality solutions.
- Channel development and channel sales experience
- Proven success in delivering new business revenue

- Ability to develop key relations and work effectively with new customers, partners and manufacturers' representatives.
- Ability to travel within the US and Canada, and also internationally (once CDC allows for travel)

**Qualities: We seek someone who**

- Thrives in an evolving and growing environment
- Has excellent communication, interpersonal, planning and negotiation and problem-solving skills
- Sees the big picture, but also has attention to detail
- Has a sense of initiative, energy, and enthusiasm
- Comfortable with ambiguity & can formulate & develop channel initiatives

**Perks:**

- Excellent Healthcare, Dental and Vision plans
- Large focus on Stock options-we believe everyone should be an owner
- Opportunity for growth