

Regional Sales Manager MSSPs

Description

We are looking for a Regional Sales Manager, MSSP Sales to join our expanding sales team in the EMEA region. You will leverage Torq's Product to sell to and sell through MSSP partners. You will also be responsible for the long-term development of these business relationships. As RSM, MSSPs you will work collaboratively with the team to identify, source, pitch, define, negotiate, close and manage MSSP/MDR-related revenue. You will play a pivotal role in leveraging strategic partnerships to drive business growth, expand market reach, and enhance Torq's competitive position. This position will be based in the United Kingdom or Ireland. Key Responsibilities: Sell to MSP and MSSP prospects to use Torq's technologies as part of their managed services portfolio to enable automation and efficient service delivery Manage the end to end sales cycle from qualified opportunities to closure including opportunity development, pipeline management, and forecasting Grow existing MSP and MSSP clients through partnership and GTM activities Partner with internal stakeholders to create MSSP specific GTM materials Execute specific outbound sales programs alongside the BDR team to develop new pipeline Preferred Qualifications 7+ years of direct sales experience selling security software At least 3 years of experience selling to and through MSPs and MSSPs. Additional experience selling SOAR and XDR welcomed. Smart networking skills to build and maintain a network of contacts Proven track record in sales, business development and winning new business Knowledge of effective sales practices and strategies and the ability to work with all levels of employees, managers, and executives across geographic regions Experience with target account selling, solution selling, and/or consultative sales techniques Exceptional written and oral communication skills Ability to work comfortably in a fast-paced environment Ability to think and implement out-of-the-box sales and marketing ideas Ability to understand business measurement, marketing process, and pipeline mechanics Should be keen to travel If your experience is close but doesn't fulfill all requirements, please apply! Torq is building an outstanding company. To achieve our goals, we are focused on hiring great people with different backgrounds, perspectives, and experiences. As an equal opportunity employer, we are committed to a team defined and empowered by diversity. We consider qualified applicants without regard to race, religion, color, national origin, gender, sexual orientation age, marital status, veteran status or disability status. #LI-Remote Please mention the word ****LOVED**** and tag RMTE1LjlzOS45MS41OQ== when applying to show you read the job post completely (#RMTE1LjlzOS45MS41OQ==). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via RemoteOK.com

Hiring organization

Torq

Job Location

London, England, United Kingdom

Base Salary

\$ 50000 - \$ 90000

Date posted

April 25, 2024

Apply Now