

Channel Sales Specialist

Description

About Airalo! Airalo is the world's first eSIM store that helps people connect in over 200+ countries and regions across the globe. We are building the next digital service that revolutionizes the telecom industry. We are a travel-tech company and an equal-opportunity environment that values and executes diversity, inclusion, and equity. Our team is spread across 50+ countries and six continents. What glues us together is our commitment to changing the way you connect. About you We hope that you care deeply about the quality of your work, the intrinsic worth of tasks, and the success of your team. You are self-disciplined and do not require micromanagement in terms of your skillset and work ethic. You do your best to flourish as an individual every day while working hard to foster a collaborative team environment. You believe in the importance of being authentic and staying authentic, honest, positive, and kind. You are a good interlocutor with clear and concise communication. You are able to manage multiple projects, have an analytical mind, pay keen attention to detail, and love to get your hands dirty. You are cognizant, tolerant, and welcoming of vulnerabilities and cultural differences.

About the Role Position: Full-time / Employee Location: Remote-first Benefits: Health Insurance, work-from-anywhere stipend, annual wellness & learning credits, annual all-expenses-paid company retreat in a gorgeous destination & other benefits

Airalo is looking for a retail Channel Sales Specialist to join the Airalo Partnerships department. Physical SIM cards are passe. The future of connectivity, especially for travelers, is through eSIMs. As the undisputed industry leader in the B2C segment, we are now looking to expand our presence in the retail and traditional telecom sales channels to bring the eSIM revolution to hundreds of thousands of telecom retailers globally.

As the Channel Sales Specialist for Spain, you will own Airalo's retail distribution strategy and execution to ensure Airalo's presence across branded and unorganized travel, telecom, and general retail stores.

Responsibilities include but are not limited to:

- Work closely with the Channel Sales Manager, (Europe & CIS) and other team members in the department
- Market mapping of the travel agent and telecom retail universe in key cities across Spain and creating a distribution roadmap to achieve maximum penetration across the universe
- Onboard and support new partners as they join the Airalo partner community
- Build and maintain fruitful relationships with the store managers / owners to drive mutual growth
- Drive visibility and brand awareness for Airalo at point of sale through merchandising / employee training
- Design and manage a program to educate retailers and travel agents on eSIM adoption
- Conduct competitive research and define the Airalo retail distribution roadmap to maintain Airalo's status as the preferred provider across partners
- Collaborate and work with different internal and external stakeholders to develop and execute projects/opportunities successfully
- Own and deliver monthly, quarterly and annual OKRs for your channel with regular tracking and progress reports

As a core member of the Spanish squad, always explore ways and means to further consolidate Airalo's dominance in Spain.

Must-haves: 2+ years of experience in retail channel sales or business development in the travel or telecom industry Good understanding of the retail (preferably the travel and/or telecom retail) channel in Spain. This is a largely relationship-driven channel. You must be able to forge and nurture relationships with stakeholders across the channel. Ability to narrate a good story – Airalo's unique story and the problem we solve for our users make it a compelling pitch for partners. Ability to employ sales techniques, including effective questioning, objection handling, consultative selling, and solution selling. Ability to multi-task. Experience with sales and partnership tools. Perfect verbal and written communication skills in English and in Spanish. Good to have: Familiarity with the travel or telecom industry Prior work experience in the travel or telecom

Hiring organization

Airalo

Job Location

Madrid

Base Salary

\$ 50000 - \$ 105000

Date posted

June 2, 2024

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industryKnowledge of eSIM and GSMA-related technologies and servicesCertificates and courses in sales and partnershipsnWe sincerely thank all applicants in advance for submitting their interest in this opportunity with Airalo. Please mention the word ****EXHILARATE**** and tag RMzQuMTQ1Ljl0MC4xMDY= when applying to show you read the job post completely (#RMzQuMTQ1Ljl0MC4xMDY=). 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