



**TITLE: CHANNEL ACCOUNT MANAGER**

**LOCATION: ANYWHERE IN THE US**

## Who We Are:

GigaIO has invented the first truly composable universal dynamic AI memory fabric, empowering users to accelerate AI and engineering/scientific workloads on-demand, through our revolutionary SuperNODE and SuperDuperNODE architectures. As a global leader in accelerated infrastructure, our open platform helps users quickly deploy leading edge infrastructure to help them capitalize on all the ways AI will move their businesses forward.

Does getting in on the ground floor of a data center technology that is disrupting AI and HPC computing make your heartbeat a little faster? Does the excitement of joining a team of exceptionally talented and motivated technologists at a well-funded startup sound attractive? Are you looking for an exciting Strategic Account Manager opportunity with unlimited upside potential? If so, please read on.

## What You Will Do:

The Channel and Partnership Manager drives the development of channel sales. In this role you will plan and deliver a cross-functional strategy to engage our current and potential selling partners - VARs, OEMs, and Distributors, with the goal of empowering the channel and multiplying the selling effect of working through partners. We are looking for an individual who understands the channel business and can grow and manage a region. In addition to enabling partners, you will be responsible for executing marketing activities with your partners to increase brand awareness and product adoption.

## Responsibilities:

- Evangelize, enable, and develop go-to-market strategies with our selling partners - VARs, OEMs, and Distributors.
- Meet and exceed revenue and margin dollar, design win, and pipeline development goals with the assigned partners for the assigned territory.
- Work with GigaIO sales managers to develop the channel development strategy. You will lead the execution of recruiting, on-boarding, and training of the partners.
- Develop partner specific account plans to achieve annual & quarterly goals. Lead quarterly reviews with each partner, measure, and report on the success of each assigned partner. Develop best practices to engage with partners, escalate issues and set clear expectations with partners on working with GigaIO. Ensure that partners are attaining and maintaining baseline training (both commercial and technical) of GigaIO products and services.
- Act as the partner advocate within GigaIO, working across groups to achieve desired results.
- Work with marketing to develop and assist as needed in the deployment of required support materials, training, and promotions for the partners. Administer the MDF program with partners.
- Perform partner sales trading and facilitate channel technical training.
- Coordinate sales campaign execution with partners.

## Qualification and Experience:

- 6+ years of industry experience within channel partnership/alliances, sales, marketing, business development with demonstrated success in achieving revenue goals working through select selling partners.
- 5+ years of direct channel sales/management experience in the data center and/or HPC space
- Display a “whatever it takes” mentality to creatively grow our business with our select partners.
- Have good presentation skills and be comfortable presenting in front of groups of up to 50 people.
- Bachelor’s degree or equivalent experience
- US Citizenship or Permanent Resident status
- Ability to travel (up to 50%)
- Desirable to have experience working for and successfully selling new technology from a start-up company.

## Salary:

\$150,000 - \$175,000, Depends on Experience

## Contact Information:

Send your cover letter and resume to [Careers@gigaio.com](mailto:Careers@gigaio.com)