

## Partner Sales Account Manager

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Company: Red Hat, Inc.

Location: Bogotá

Category: other-general

### About the job

The Red Hat Sales team is seeking a Partner Account Manager to join us in Bogota, Colombia. In this role, you will manage the channel businesses for the Central American and Caribbean region. You'll develop and support a strategy to grow the Cloud channels business that aligns with the Red Hat Colombia business goals and the Latin America (LATAM) regional channel strategy. Sales expertise with a complex ecosystem of distributors, value-added resellers, ISVs, system integrators, and cloud partners.

### What you will do

Plan, set, and carry out a channel sales strategy for the business in Colombia

Define a partner plan strategy that aligns with regional cloud business goals

Manage and mentor a team of channel professionals who can actively identify, recruit, enable, and go to market with the targeted value added partners and generate associated revenue

Work closely with partner executives and channel team members to determine where Red Hat products can fit within the partner's core business model

Create, support, track, and measure all sales initiatives with partners and the channel team

Design, implement, and execute business plans for each targeted partner and build effective measurements that clearly show revenue milestones are being met

Provide ongoing communication to the executive management team in Colombia and the broader LATAM region

Lead or participate in the complex opportunities of the region, maximizing revenue

Oversee weekly forecast and business reports on activities

### **What you will bring**

7+ years experience in high-tech sales, channels, business development, and management including managing a channel team

Proven track record building and expanding a partner ecosystem and driving revenue growth through the channel.

Experience setting a cloud channel strategy and setting appropriate goals or incentives for channel partners.

Demonstrated ability to work with and present to hyper scalers, ISVs, distributors, resellers, and value-added resellers.

Motivated with an exceptional ability to work in a team environment

Solid program management and business development skills

Bachelor's degree or equivalent in engineering; master's degree is preferred

Excellent English communication skills, both written and verbal

Adaptation skills in rapidly changing environments.

Availability to travel

#LI-JR1

### **About Red Hat**

is the world's leading provider of enterprise software solutions, using a community-powered approach to deliver high-performing Linux, cloud, container, and Kubernetes technologies.

Spread across 40+ countries, our associates have the flexibility to choose the work environment that suits their needs from in-office to fully remote to office-flex. Red Hatters are encouraged to bring their best ideas, no matter their title or tenure. We're a leader in open source because of our open and inclusive environment. We hire creative, passionate people ready

to contribute their ideas, help solve complex problems, and make an impact. Opportunities are open. Join us.

### **Diversity, Equity & Inclusion at Red Hat**

Red Hat's culture is built on the open source principles of transparency, collaboration, and inclusion, where the best ideas can come from anywhere and anyone. When this is realized, it empowers people from diverse backgrounds, perspectives, and experiences to come together to share ideas, challenge the status quo, and drive innovation. Our aspiration is that everyone experiences this culture with equal opportunity and access, and that all voices are not only heard but also celebrated. We hope you will join our celebration, and we welcome and encourage applicants from all the beautiful dimensions of diversity that compose our global village.

### **Equal Opportunity Policy (EEO)**

Red Hat is proud to be an equal opportunity workplace and an affirmative action employer. We review applications for employment without regard to their race, color, religion, sex, sexual orientation, gender identity, national origin, ancestry, citizenship, age, veteran status, genetic information, physical or mental disability, medical condition, marital status, or any other basis prohibited by law.

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