



<b>Job Title:</b>	Channel Account Executive	<b>Job Category:</b>	Sales
<b>Department/Group:</b>	Blue Team Alpha	<b>Manager:</b>	Blue Team Alpha CEO or President
<b>Location:</b>	St. Paul, MN	<b>Travel Required:</b>	As Needed
<b>Level/Salary:</b>	\$50,000-\$200,000 (Including Commissions)	<b>Position Type:</b>	Full Time

### Job Description

This role is to grow Blue Team Alpha’s business through channel partner relationships with Managed Service Providers and Managed Security Service Providers. This role is has a base salary, with a heavy weight on non-capped commissions.

#### Job Purpose:

The Channel Account Executive is responsible for the overall revenue growth from Blue Team Alpha’s channel sales. The revenue increase is to come from the increase in both sales from existing partners as well as adding new channel partners to the partner program. The Channel Account Executive is tasked with driving additional revenue from existing channel partners, as well as adding new channel partners and driving net new revenue. Revenue target is \$3M in annual sales per year.

#### Duties:

- Sign on two Channel Partner Managed Service Providers and Managed Security Service Providers each month
- Conduct sales calls and meetings with Channel Partner’s sales team members
- Recommend products to channel sales team members for their customers
- Answer incoming Incident Response Hotline calls from Channel partners
- Coordinate with team members to bring prospects to marketing events
- Collaborate with team members to deliver marketing campaigns to each channel partner

#### Skills/Qualifications:

- 3-years’ Experience in Information Security Sales required
- Proven experience deepening and widening channel partnership relationships
- Must be able to speak to and demonstrate knowledge of penetration testing, vulnerability management, Incident Response, vCISO, Risk Assessments, and Security Programs

#### About Blue Team Alpha:

Blue Team Alpha specializes in Managed Security Services, Breach investigation and Remediation services. We operate a Security Operations Center for customers and provide top-notch Information Security and Technology talent to our customers. Our experienced staff help foster a friendly work environment to facilitate knowledge sharing among our team. BTA team members go above and beyond to meet client and employee needs by encouraging our employees to continue their professional development and bring their unique knowledge and experience to the team.

#### Benefits:

We offer our employees a robust compensation package! Our comprehensive benefits include: medical, dental, and vision insurance coverage; 100% company-paid life and disability coverage, unlimited PTO after the first 100 days of employment, and much more. Blue Team Alpha proudly promotes from within as part of a strong commitment to providing career growth opportunities for employees of all levels. Our diverse business portfolio allows employees broad career options with the advantage of staying with the same organization.

The company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.