

Regional Sales Manager - UK

At **Scale Computing**, a market leader in Edge Computing solutions, we recognize our customers and partners are the heartbeat of our business. Customers including Ahold Delhaize (one of the largest HCI edge solution implementations in Europe with over 800 sites), Holiday Inn hotels, Breedon Aggregates, Genting Casinos, Northern Marine, SOHO House and many others rely daily on our innovative solution.

Our software or appliance hyperconverged solutions range from ultra small nano-size clusters with 3 servers fitting in a shoe box, to large enterprise systems supporting over 1.3 petabyte in a cluster. Integrated server virtualization, multi-site web based management, snapshot and disaster recovery make it a true all-in-one solution.

Our **Sales Manager** partners with our regional pre-sales, Scale Community Partners and distributors to drive customer interest, decisions and adoption of Scale HC3 hyperconverged solutions.

Responsibilities:

- Achieve sales targets.
- Territory: United Kingdom and Ireland.
- Identify and engage with new end-user projects in co-operation with our partners.
- Manage pipelines together with our partners.
- Work the deal to secure we win.
- Support the Scale Partner Community, including training Partner sales and driving broad partner adoption of our products and services.
- Deliver customer presentations.
- Support business development and field marketing activities, trade shows, and promotion of Scale Computing in IT user groups and trade associations.

Qualifications:

- Experience in storage/virtualization sales, building customer relationships, and speaking confidently with customers on our solutions.
- Experience working with the partner community.
- Team player with desire to serve customers and teammates.
- 5+ year's experience in sales or business development roles.
- Passion for continuous learning and personal growth.
- Excellent written and verbal communication skills in English.

We provide:

- The chance to sell a unique value proposition and beat competition.
- You become part of an enthusiastic team expanding rapidly across the EMEA regions (Europe, Middle East and Africa) with it's regional headquarter in the Netherlands.
- Excellent salary and benefits
- The opportunity to become part of a winning team.