

Partner Engagement Manager

Mission Statement

Our mission is simple: day by day, engagement by engagement, shift by shift, alert by alert, we defend our partners from cyber threats. Daily we save jobs, businesses, communities, governments, and livelihoods, and ultimately allow them to fulfill their own missions.

We are driven by our core values: tenacious, consistent, decisive, continuous learning, accountable and collaborative. These values define our culture, and we strive to employ technical experts who have the right character, attitude, and motivation necessary to deliver exceptional service to our clients. We are looking for new talent in the St Louis area to be a part of our growing team!

Job Description

In this role, collaborate with team members to build a company culture creating the best working environment for a high-growth company.

Responsibilities

- Source new sales opportunities
- Understand customer needs and requirements
- Route qualified opportunities for further development
- Close sales and achieve quarterly quotas
- Research accounts, identify key players and generate interest
- Maintain and expand your database of prospects
- Team with channel partners to build pipeline and close deals
- Perform effective online demos to prospects
- Other duties as assigned

Required Qualifications:

We consider a candidate's character, experience, potential, and desire to learn. For a strong candidate, we offer training and company-paid certifications to fill knowledge gaps.

- High school diploma or GED equivalent
- 2 years' experience in related sales position, preferred
- Exceptional customer service
- Proficient verbal and written communication skills
- Good organizational skills and ability to multitask
- Ability to achieve targets

Additional:

At SpearTip, we strive to protect our clients 24/7, 365 days a year from the ever-evolving changes in cybersecurity. We take pride in our results and what we achieve. We recognize that life isn't all about work; we promote a culture that supports your personal goals and enriches your professional goals.

We provide excellent benefits to our team members. You could be eligible for:

- 100% employer paid health, dental and vision coverage plans for you and your family members
- 401(K) Plan with 100% employer match up to the first 5%
- Paid Time Off program and paid holidays
- Opportunities to grow and promote through employee development and employer-paid training

We want people who want to grow with us! Are you ready to lead others and stop threat actors from victimizing companies? Apply and find out!