**Persistent Systems**

**Title:** Sales Support Specialist, Reseller Program

**Location:** New York, NY

**Job Type:** Full-Time (Experienced)

**Compensation Type:** Salary

**Start Date:** ASAP

**Job Description:** Persistent Systems is seeking a Reseller Program Specialist to support the company’s Reseller Program. Responsibilities include connecting with resellers, supporting them with information requirements, interacting across the entire company (supply, engineering, quality, and manufacturing) to support the day to day needs of the resellers. The Reseller Program Specialist will also support the Director of the Reseller Program in growing the program.

**Primary Responsibilities:**

- Support Director of the Reseller Program in managing and growing the reseller program, which includes business case presentations and weekly Reseller Meeting slides
- Create and maintain records on the operations of the Sales team using Salesforce.com; conduct queries and analysis using Salesforce tools
- Maintain day to day relationships with current resellers through regular meetings and emails
- Support exportation of the Wave Relay® system and its components in compliance with all federal laws and regulations
- Assist Director of the Reseller program in developing plans to grow the reseller program to new markets
- Research new markets including new geographies and vertical markets to identify potential areas of growth; research business leads and new business development opportunities
- Provide administrative support to the resellers, including updating calendars, coordinating meetings, planning events, and attending trade shows
- Develop technical expertise of Wave Relay® products
- Liaise with Field Operations to support resellers with technical inquiries and bug fixes

**MINIMUM QUALIFICATIONS**

- Bachelor’s degree in Business Administration or a related field or equivalent experience
- Experience using Salesforce to create opportunities, run queries, manipulate data, and perform analytics
- Experience with project planning and analysis
- Experience with team account budgets and forecasting
- Basic computer skills, including experience with Microsoft Word, Excel, and OneNote
- Must have a United States security clearance or the ability to obtain United States security clearance

**PREFERRED QUALIFICATIONS**

- Experience supporting technical sales teams
Experience with QuickBooks

Application Instructions: Please apply at https://careers-persistentsystems.icims.com/jobs/1212/sales-support-specialist%2c-reseller-program/job

Disclaimer Information

About the organization: Persistent Systems is a growing business that develops Mobile Ad hoc Networking (MANET) wireless radio systems for US Government and commercial applications. The radios are typically worn on the person, mounted to manned vehicles, integrated into autonomous unmanned vehicles, or installed at fixed sites. The systems provide on-the-move data, voice, video, and situational awareness capability. Located in the heart of New York City, Persistent Systems is an exciting company that is passionate about delivering cutting edge products.