

NOTICE: Pursuant to 20 C. F. R. § 656.10(d), this notice is being provided as a result of the filing of an application for permanent alien labor certification for following job opportunity

JOB TITLE: Relationship Manager

LOCATION: 3131 24th Ave S, Moorhead, MN 56560
Remote work capable; can choose to work anywhere (see travel requirement)

JOB DUTIES: Responsible for successfully expanding ByteSpeed's existing footprint. This role will require management of four areas of responsibility as it pertains to the success of the ByteSpeed partnerships of the focused manufacturer list.

Pre-Sales Solution Support. Maintain working technical knowledge of partner products, services and assist customers as needed with product questions, utilizing partner tools to quickly support ByteSpeed account teams. Manage, maintain, and focus solely on closing partner pipeline. With the support of ByteSpeed's and manufacturer's network teams, go onsite for pre-bid walk throughs and help develop and propose plans for new project installations when requested. Aligning Territory Managers and Pre-Sales Engineers with resources and Partner Representatives in their specific territories from each listed vendor in an effort to win deal registrations and market share. Facilitate strong relationships between our team and the vendor team where that is lacking.

Post Sales Solution Support. With the support of ByteSpeed's Network team, engage with new and existing customers to ensure they are happy with their deployments. Continually look for ways to provide value and expand solutions. Go onsite to configure and oversee installation when needed. Provide managed services support whenever needed for manufacturer deployments. Build and maintain strong relationships with manufacturer territory engineer teams.

Marketing. With the support of ByteSpeed's Sales Director and Marketing team, execute, manage, and measure internal and external manufacturer promotions. Oversee the creation of a quarterly Marketing Plan for each partner with their respective Channel Marketing Manager. Provide regular updates upon attainment of Marketing Plan deliverables. Provide tradeshow support, present on named solutions, and lead webinars on technical solutions.

Business Development. With the support of ByteSpeed's Sales Director, lead Quarterly Business Reviews, run weekly/monthly pipeline opportunity report, and quarterly 12 month rolling Forecast Pipeline report. Help formulate strategy to attain sales/rebate goals and monitor manufacturer product sales progress. This role will need to be proficient in tradeshow and MDF management. Develop and maintain regular contact with individual manufacturer management, working to identify new customers utilizing ByteSpeed's competitive advantages to help develop new business with existing and new customers.

REQUIREMENTS: Bachelor's degree, technology, business management or related field

Must pass the following certifications within 1 month of hire as Relationship Manager:
Ruckus Wireless (Commscope): Ruckus Portfolio Sales Accreditation; Ruckus Portfolio SE Pre-Sales Accreditation

Juniper Networks: JNCIA-MistAI: Mist AI, Associate

Cradlepoint: 201 CPCSA - Certified Sales Associate; 202 CPCNA

AWS: AWS Certified Cloud Practitioner; AWS Certified Developer – Associate

.Lift up to 75 pounds

Remote work capable

TRAVEL: Travel as much as twice a month or more, at least 6 months of the year.
Monthly travel to home office (at personal expense)
Will attend work conferences 1-2x/month throughout the United States

SALARY: 72,000

Any individual may submit an application to the following individual for consideration for this position. Contact Anna Hanson, ahanson@bytespeed.com, 3131 24th Ave S, Moorhead, MN 56560

Any individual may provide documentary evidence bearing on this application, with information on available workers and information on wages and working conditions, to the Certifying Officer of the Department of Labor. Address: DOL/ETA, Office of Foreign Labor Certification, 200 Constitution Avenue NW, Room N-5311, Washington, DC 20210.

This notice is being posted for at least ten consecutive business days in the following location:

Posting Location: ByteSpeed Jobs Website

Date Posted:

Date Posting Taken

Off:

Signature /