

Join a team unleashing potential in ourselves and others

Job Title: Reseller and Partner Manager
Full-time

Location: Remote based in UK

We are Kallidus

Kallidus is here to unleash the potential in people. Our aim is to create outstanding products that deliver market-leading customer experience. And, as a result, improve the performance of both individuals and the organisations they work for.

We are one of the UK's fastest growing software companies. Our solutions support the entire employee lifecycle, from recruitment to training to performance management - and with more than 40 industry awards, we believe our software is the best in the industry.

Right now, we're in a hyper growth phase and we're planning to expand from around 150 people to 500 over the years ahead. It's a fantastic opportunity to develop your career. Are you ready to unleash your potential?

Reporting to:
Chief Revenue Officer

Reseller and Partner Role

The role is to accelerate passive ARR revenue streams through the expansion of a reseller and affiliate/partner network for Kallidus. You will help identify, upskill, and contract with organisations across the globe to grow their business and better serve the needs of their customers with the Kallidus EIL offering. The long-term vision is to become the partner of choice - ensuring we are front of mind with the external sales teams and listen to feedback to support our offering - price, product and positioning.

Objectives

- Identify up to 10 relevant target companies which can resell Kallidus EIL content to audiences in the UK and globally
- Negotiate agreed terms which support Kallidus in overachieving the cumulative revenue target and protect our core business
- Educate resellers and affiliates/partners with all necessary information to sell Kallidus EIL content
- Support the creation of ongoing and profitable partnerships with a pro-active approach and multi-channel touch points
- Grow all identified channels in a sustainable and profitable manner
- Remove all highlighted friction points with existing resellers
- Standardise quarterly strategic meetings for feedback and future planning

Core Responsibilities

- Identify resellers in the UK and globally which support a low-touch, high volume sales model, for small course bundles - up to 10 resellers
- Start to support and update viability criteria for resellers as our understanding develops to ensure we are leveraging all avenues to increase revenue
- Utilise competitive analysis to support in the identification of the highest yielding reseller revenue streams and remove those that are high time and low profit
- Agree payment terms, profit margins in line with existing agreements
- Ensure the deployment method for EIL aligns with a good customer experience - a preference with self-provisioning through an existing LMS - must be trackable for us to ensure contractual compliance
- Identify areas for pro-active communication and promotional activities with resellers which we can leverage to drive higher (profitable) sales
- Report on volume of sales by provider to identify potential revenue per reseller to support accurate quarterly forecasting
- Gather feedback and utilise reseller analytics to understand most bought courses and feedback to the development roadmap on any areas where Kallidus EIL team should focus
- Identify potential affiliates/ partners to drive customers to our product with an agreed annual licence referral fee
- Target HR and associated practices which align with our ICP to support higher conversion rates from referral
- Build strong and pro-active relationships - to include product updates, marketing collateral and quarterly check-ins and pipeline reviews

Measures of Success

- Total revenue by reseller
- Profitability by reseller
- Number of content wins by year % increase
- Total number of deals % increase
- Identified as partner of choice by reseller

Ideal candidate:

- Proven track record of successfully managing resellers and achieving reseller sales targets
- Understanding and experience of the SaaS industry
- Ideally understanding and experience of one of the following: Human Capital Management (HCM) or Learning, or HR software or off-the-shelf-learning content
- Formal qualifications desirable but not essential

Benefits:

- 25 days to start annual leave increases with length of service
- Birthday off as holiday
- Private medical insurance

- Bonus scheme up to 10% of basic salary
- Flexible work options
- Discounted shopping and associated perks

Life at Kallidus

People are at the heart of everything we do and the key to our success, so it's important that we recruit individuals who share our values. Curiosity, integrity, collaboration - these are the values we live by. You need to be driven to ask questions and to find out why. You need to be true to your word. And you need to be proud to be part of something bigger, working with others will come naturally to you.

Once you join us we'll help you develop and grow in a supportive environment, as part of a close-knit team that likes to have fun. Our open and welcoming offices are not only a great place to work but somewhere to build careers and lasting friendships.

Can you see yourself helping us take our growth to the next level? We invite you to come and discover for yourself the exciting future ahead of you.