



Excelerate360
The outsourced sales company

E36O Field & Channel Sales

Helping software, technology, and B2B companies generate high-quality sales leads and close new business revenue.

Whether you are in the start-up phase, executing a growth strategy across existing territories, or looking to enter new markets, our Field & Channel sales service is your rapidly deployable, multi-lingual approach to scaling in-territory sales resources and direct revenue generation.

Account Executive

Creating and fostering new client relationships to fulfil your sales goals.



Experienced Enterprise AE

Our Enterprise Account Executives (Field) typically have over 10+ years of sales experience gained selling new business SaaS or Enterprise software to 'C' level prospects within the relevant sector(s).



Proven Track Record

They are qualified in SPIN, TAS, Miller Heiman, and Account-Based Selling and have a proven track record in consistently delivering against targets of £1m and above.



Exceeding Sales Targets

This role requires an individual with industry credibility, demonstrable evidence of meeting and exceeding sales targets, including experience of being 'the first person in the territory', around whom we can then build a dynamic and successful sales team.



Scott Soroachak
SVP Global Sales, LiveFyre



"Without the E36O territory team, we would not have been able to hit the ground running with relevant local resources nearly as fast had we used the traditional recruitment model."

Channel Manager

Managing the professional relationships that drive your success.



10+ Years of Expertise

Our Channel Sales Executives (Channel) typically have over 10+ years of sales experience selling SaaS or Enterprise solutions via system integrators, referral partners, resellers, and distributors.



Extensive 'C' level Experience

Experienced in supporting third parties with sales to 'C' level prospects within the relevant sector(s), our team has industry credibility, demonstrable evidence of meeting and exceeding sales targets



Building Channel Relationships

Responsible for building channel relationships that deliver repeatable business across partner sales teams.

Clients:

