

## **Isilon Systems – Channel Sales Internship**

Isilon Systems is the pioneer and leader in a burgeoning market of clustered storage. Our unique business value is the ability to reduce storage costs, increase workflow productivity, increase IT operating leverage and unlock new revenue potential for our customers. Isilon products are used by the best companies across many industries – MySpace, NBC, Pratt & Whitney, Cedars-Sinai, Lexis Nexis, Kodak Easy Share Gallery and the list goes on.

### *Benefits of this internship:*

In this role, you will gain experience with program management, finance and operations inside a global sales channel. The goal of this program is to expose you to channel operations and program management best practices by a growing, technology company. You will receive extensive training in Salesforce.com, a leading customer database utilized within many top sales organizations. Additionally, you will gain a deep understanding of how a channel operates to grow business from the inside out.

### *Major Responsibilities/Activities:*

- Learn the ins and outs of our Finder's Fee and New Customer Rebate program and assist Finance with tracking and maintaining program records.
- Update new and existing partner records in the Salesforce.com database.
- Work with Channel Sales Managers to identify current contacts within existing accounts worldwide.
- Field marketing requests from the Channel Sales Managers for partner events and campaigns.
- Assist with partner contract compliance.

### *Qualifications:*

Strong communication skills, both verbal and written  
Exceptional organizational skills and detail orientation  
Resourceful and creative problem solver  
Dynamic and driven team player  
Results oriented  
GPA of 3.0 or greater  
Experience with Microsoft Excel a plus

### *Other details:*

Internship credit only  
Bus pass or parking and free drinks/snacks provided  
15-20 hours/week depending on credit desired for the summer