



BRENT EARLEWINE



QUANTUM CHANNELS

www.Quantum-Channels.com

[Brent Earlwine | LinkedIn](#)

Brent@Quantum-Channels.com

412-298-4486

BRENT EARLEWINE is a seasoned professional with over three decades of expertise in channel leadership and sales. He excels in channel strategy, leveraging deep domain knowledge to enhance partner team sales performance and drive revenue growth. His commitment to fostering a culture of learning, skill enhancement, and leadership qualities empowers teams to excel.

Relevant Skills

- Channel Program and Channel Sales Team design & implementation to drive partner sales success and partner engagement behaviors.
- Deep Domain Expertise on all types of indirect routes to market, and how to leverage the "Force Multiplier" of an indirect channel.
- Knowledge and expertise on various partner business models as well as the market shift from on-premise to cloud-based and subscription-based consumption offerings and its impact to partner business models.
- Recruiting, leading and managing channel sales teams on a regional, national and global theater level.
- Leveraging the power and strength of partner ecosystems as it pertains to growth strategies and revenue goals.
- Partner Recruitment, Onboarding and BDM activities.
- Design and implementation of channel incentive programs to drive specific behaviors, engagement and revenue growth goals.

What we offer

- **Fractional Channel Engagement** As a Fractional Channel Sales Executive, I specialize in offering fractional engagement services tailored for businesses seeking to amplify their channel sales without the commitment of a full-time executive. My approach involves deep diving into your current channel strategy, identifying gaps, and leveraging my extensive network and expertise to forge robust partnerships. This flexible model allows your business to benefit from high-level expertise and insights on a part-time basis, ensuring scalability and efficiency in your channel sales endeavors.
- **Assessments and Skills Audits** This offering involves a thorough evaluation of your current channel strategy and capabilities, identifying areas for improvement, and benchmarking against industry standards. I employ a range of tools and methodologies to gauge the readiness of your channel strategies and your team to meet the evolving demands of the market. The outcome is a set of actionable recommendations, designed to drive channel growth and competitive advantage.
- **Channel Sales Skills Training** In addition to consultancy and assessments, I offer specialized Channel Sales Skills Training programs. These are meticulously designed to equip channel sales professionals with advanced skills and techniques essential for succeeding in today's dynamic indirect selling market landscape. The training sessions are interactive, engaging, and tailored to address the specific needs of your sales team. They cover a wide array of topics and are not just theoretical but are enriched with real-world scenarios and case studies, leading to immediate and tangible improvements in channel sales performance.

Key Offerings

Fractional Channel Leadership

Channel Management Skills Training

Best in Class Tools and Templates

Channel Strategy and Program Gap Analysis

Assessments and Skills Audits

Channel Leadership Development and Coaching