

## **PAESSLER** THE MONITORING EXPERTS

### Paessler Brand Sales Specialist

Joël Rivera

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*Supporting Paessler for US, Canada  
& LATAM from New Jersey*



### How Can Joël Help You?

- Assist with Paessler Business Development Activities
- Onboarding New Partners
- Calls with Partners & Customers
- Assist with licensing and product questions
- Assist with quotes and orders
- Joint calls with partners and their end users
- Discuss partner program
- MSP overview
- Sales trainings, events, and webinars

*Joël supports a wide range of partners including Var/SMB, National accounts, MSPs, and Fed/SLED. He takes a consultative approach with his partners to learn about their businesses and connect them with solutions that benefit their customers. Joël strives to build relationships within the channel to help partners meet their clients company objectives.*