

Vacancy



Job Title: *Channel Sales Manager*

Job title of the direct superior: *Sales and Marketing Director*

PURPOSE OF THE POSITION

The Channel Sales Manager is responsible for managing the Channel Sales Team, including development of new partners and account management of exiting partners, ensuring the achievement of sales performance to set Master Plans.

PRINCIPLE DUTIES AND RESPONSIBILITIES

Key Responsibilities:

- Develop a business plan and sales strategy for the market that ensures attainment of Indirect sales goals and profitability.
- Responsible for the performance and development of the indirect sales department
- Prepares action plans for effective search of prospective Channel Partners.
- Initiate and coordinate the development of action plans to penetrate new markets/regions.
- Assists in the development and implementation of marketing plans as needed.
- Conducts one-on-one reviews with sales personnel to build more effective communications, to understand training and development needs, and to provide insight into the improvement of the team's sales and activity performance.
- Provides timely feedback to senior management regarding performance.
- Provides timely, accurate, competitive pricing on all completed prospect applications submitted for pricing and approval, while striving to maintain maximum profit margin.
- Maintains accurate records of all pricings, sales, and activity reports submitted by Account managers
- Creates and conducts proposal presentations and RFP responses.
- Assists Account managers in preparation of proposals and presentations.
- Controls expenses to meet budget guidelines.
- Adheres to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team.
- Monthly management reporting on sales performance.

EXPERIENCE

- 5-7 years of experience in Channel sales management.
- Experience with enterprise software solutions.
- Strong understanding of customer and market dynamics and requirements.
- Proven leadership and ability to drive sales teams.
- Knowledge of Rental and Leasing environments
- Knowledge of KYOCERA or Competitor office automation and IT managed Solutions

SKILLS REQUIREMENTS

Education

- BCom Degree or equivalent

Knowledge and Skills

- Competent with MS Office applications to an intermediate level
- Ability to understand and analyze sales performance metrics.
- Strong communication and team management skills
- Analytical skills with a problem-solving ability.
- Ability to build positive working relationships, both internally and externally.
- Ability to effectively present information and negotiate with all levels of management
- Conflict resolution and mediation skills
- Interpersonal communication and listening skills
- Problem solving and critical thinking
- Research & planning skills