

Job Title: Channel Manager

Reports To: VP of Sales

Summary: Channel Sales Manager is responsible for building a network of Channel Partners within the assigned region and to maintain/expand existing relationships in conjunction with company goals and objectives.

#### Essential Duties and responsibilities:

- Develop and qualify Channel Partners and alliances aligned with sales and marketing strategies and other defined selection criteria.
- Support Channel Partners with price and product solutions, pricing quotes and order processing.
- Educate Channel Partners on company products solutions, pricing quotes and order processing.
- Motivate and direct Channel Partners to exceed sales objectives by continuously striving to minimize sales conflict, providing education on the company value identifying sales opportunities.
- Provide single point of contact for guidance and direction regarding all levels of product information, pricing and technical support.
- Develop Channel Partner business plans and provides timely, accurate reports and other information on partner activities.
- Provide feedback to management and Channel Partners to ensure that sales and marketing plans, programs and policies are executed through the levels of channel operations.
- Provide analysis and recommendations for continuous development of channel programs.

#### Skills, Knowledge, & Abilities

- A strong team player driven to succeed
- Ability to work independently in a fast paced environment
- Strong sales and relationship building
- Excellent communication, negotiating and closing skills with prospects and customer
- Ability to adapt to changing priorities and functions based on changing market conditions
- General technical skills and an understanding of customer needs
- Presentation and training experience

#### Experience

- Bachelors Degree in Business or Marketing preferred or
- Minimum 8 years channel, sales marketing and business development experience
- Minimum 8 years telecom experience is required
- Proven track record of achieving sales quota

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.