

# Spectrotel

Job Title: Channel Account Manager

Department: Channel Sales

Reports To: VP of Sales

Summary: Will manage relationships and business development aspects with a primary focus on sales revenue. The role balances sales support, Agent management with the focus on growing customer base. Manages multiple simultaneous tasks to completion, develops and maintains positive working relationships with Agents, and promotes ongoing customer problem resolution.

## Essential Duties and responsibilities:

- Drive revenue to alternate channel sales.
- Develops and executes marketing plans and programs, both short and long range, to ensure profit growth and expansion of company services.
- Develops and recommends pricing strategy for the company which will result in the greatest share of the market over the long run.
- Achieves satisfactory profit/loss ratio and share of market performance in relation to pre-set standards, and to general and specific trends within the industry and economy.
- Prepares proposals and assists in Agent closing.
- Identify new opportunities for Channel Agents.

## Education and/or Job Experience:

- College degree or channel sales experience in the Telecommunications industry

## Other Requirements:

- Extensive local / regional travel

## Reasoning Ability:

- Ability to define problems, collect data, establish facts, and draw valid conclusions. Ability to interpret an extensive variety of technical instructions in mathematical or diagram form and deal with several abstract and concrete variables.

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.