

REGIONAL CHANNEL MANAGER

THE OPPORTUNITY	
Key Skills	<ul style="list-style-type: none"> • Develop and manage a strategy, which will optimise product performance in the market place while achieving the objectives & targets set by both the vendor and the company. • Build relationships with product partners and grow market share and interest • Implement and facilitate product strategies for assigned products and target market • Identify and qualify new market opportunities • Identify potential new partners that can best complement NU's business and ensure future growth in parallel or new markets, evaluate market trends and competitor offerings and search for new opportunities • Successful enablement of partners through product presentations, sales & technical upskilling, account mapping and partner events • Complete business plan per managed partner
Experience	<p style="text-align: center;"><u>“Essential”</u></p> <ul style="list-style-type: none"> • Experience in Distribution and Reseller Channel • Minimum 3-5 years front line sales experience in similar products • Have a good understanding of different Networking and Security product range • Senior Account Management experience • Ability to sell highly technical products • Ability to multi-task and manage multiple parties such as vendors, partners, end-customers and internal stakeholders <p style="text-align: center;"><u>“Advantageous”</u></p> <ul style="list-style-type: none"> • Be target driven and work under pressure • Possess interpersonal skills and be able deal with conflict • Follow multiple agendas, some of which may be conflicting
Education	<ul style="list-style-type: none"> • Degree / Diploma relevant to your work experience • Grade 12/Matric Certificate • MS Office