

CHANNEL MANAGER - Madagascar

THE OPPORTUNITY

The purpose of this position is select, support and motivate partners. The Channel Manager is responsible for achieving sales, profitability, and partner recruitment objectives. The primary focus of the successful incumbent will be to represent the entire range of company products and services to assigned partners.

<p>Key Skills</p>	<ul style="list-style-type: none"> • Recruit resellers via personal visits, telephone and email contact to onboard them as our partners and sell our products: <ul style="list-style-type: none"> ➢ Security ➢ Cloud ➢ Networking ➢ Datacenter • Ensure that they achieve the correct level of sales and technical readiness • Use programmatic engagements to ensure they take part in the companies Go to Markets marketing and drive it together with partners • Professionally represent the company and products via presentations, telephonic and web engagements • Professionally and efficiently manage partner engagement with a view to maximizing the client experience. This should be achieved through: <ul style="list-style-type: none"> ➢ Adhering to Telephone Etiquette guidelines; ➢ Continuous Product knowledge improvement (ongoing training); ➢ Cross and up sell of available products; ➢ Fast but accurate responses to email and telephonic quote requests; ➢ Skillful price negotiation using system tools available • Efficiently and effectively deal with partner related queries on our products • Report on partner pipeline • Share weekly funnel prospects on all leads and outstanding quotations listing • Display accuracy regarding messages, quotes, orders, and information given • Consult with partners to establish the needs of their business • Increase overall customer satisfaction of new and existing partner base • After hours attendance at reseller functions may be required
<p>Experience</p>	<p style="text-align: center;"><u>“Essential”</u></p> <ul style="list-style-type: none"> • Minimum 3-4years front line sales experience in security and networking products • Senior Account Management experience (essential) • Excellent selling and sales management skills • MS Office Suite (intermediate – essential) • Experience in Distribution and Reseller Channel in IT (preferred) • Checkpoint, Fortinet, F5, end-points and backup solutions etc • Presales Experience • Technical background in networking and or security is advantageous
<p>Education</p>	<ul style="list-style-type: none"> • Matric passed with exemption (essential) • Relevant Degree/Diploma (preferred) • Sales certifications