

Channel Account Manager: (Botswana)

THE OPPORTUNITY	
<p>The Channel Account Manager will handle the end-to-end relationship with all partners in the region. In addition, he / she will also work closely with the relevant and respective vendor alliance & SADC regional managers to drive revenue growth on incremental partner growth focusing on new business.</p>	
Key Skills	<ul style="list-style-type: none"> • You will be accountable for Distributor led business on new business growth for the region • Implement our Partner First strategy across your partner base using the methodology from our channel management and channel sales modules. • To capitalize on our existing relationships with our partner's ecosystem, increase our share of wallet at partners, manage the sales pipelines, establish, and maintain healthy relationships across the partner's organization (C-Level, Sales, Presales, Finance, Marketing, Procurement and Admin). • Work within and contribute to the overall channel business plan and drive for growth ambitions of the company • Hold regular activities with channels (QBRs, Sales & Pre-sales Enablement, Marketing, Business Planning. etc.) • Set and measure strong but reachable goals with channels • Balance short term initiatives with longer-term development • Work together with other functional managers (Exclusive Networks & Principal Vendors) within the country (sales, pre-sales, marketing and inside sales) • Be able to demonstrate a track record of success in developing Channel partners
Experience and Education (Required qualifications, training, and experience)	<ul style="list-style-type: none"> • Degree in Business, Operations Management, or related field • 5-10 years of dynamic channel development experience • Tangible track record of building channel business successfully in a fast-growing environment • Key relationships built at named partners is a requirement • Excellent verbal and written communications skills; presentation, customer, business, and negotiation skills • A strong understanding of the sales process and Business Needs of the named partners • High energy with the capability to multi-task in a dynamic, rapidly growing organization • Structured. Focused. Business minded. Able to prioritize. A-player. Standout colleague. Willing to be part of an ambitious, successful, fast-growing company, offering unique and disruptive technology that addresses the security business needs of a fast-growing customer and prospect base
Travel Requirement	<ul style="list-style-type: none"> • N/A • This opportunity is for candidates residing in and citizens of Botswana.