

# REGIONAL CHANNEL MANAGER

<b>THE OPPORTUNITY</b>	
<b>Key Skills</b>	<ul style="list-style-type: none"> <li>• Develop and manage a strategy, which will optimise product performance in the market place while achieving the objectives &amp; targets set by both the vendor and the company.</li> <li>• Build relationships with product partners and grow market share and interest</li> <li>• Implement and facilitate product strategies for assigned products and target market</li> <li>• Identify and qualify new market opportunities</li> <li>• 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</li> <li>• Successful enablement of partners through product presentations, sales &amp; technical upskilling, account mapping and partner events</li> <li>• Complete business plan per managed partner</li> </ul>
<b>Experience</b>	<p style="text-align: center;"><b><u>“Essential”</u></b></p> <ul style="list-style-type: none"> <li>• Experience in Distribution and Reseller Channel</li> <li>• Minimum 3-5 years front line sales experience in similar products</li> <li>• Have a good understanding of different Networking and Security product range</li> <li>• Senior Account Management experience</li> <li>• Ability to sell highly technical products</li> <li>• Ability to multi-task and manage multiple parties such as vendors, partners, end-customers and internal stakeholders</li> </ul> <p style="text-align: center;"><b><u>“Advantageous”</u></b></p> <ul style="list-style-type: none"> <li>• Be target driven and work under pressure</li> <li>• Possess interpersonal skills and be able deal with conflict</li> <li>• Follow multiple agendas, some of which may be conflicting</li> </ul>
<b>Education</b>	<ul style="list-style-type: none"> <li>• Degree / Diploma relevant to your work experience</li> <li>• Grade 12/Matric Certificate</li> <li>• MS Office</li> </ul>
<p><b><u>HOW TO APPLY</u></b></p> <p>All applications must be forwarded to <a href="mailto:careers@nu.co.za">careers@nu.co.za</a>            When applying for the abovementioned position please use the <b>vacancy #</b> in the footer of this document as your reference in the subject line.</p> <p><b>Note to ALL applicants:</b> Should you not receive a response from us, your application will automatically be stored in our database and we will contact you if a vacancy matching your skills becomes available.</p>	