

## **Job Title: Channel Manager**

**Salary – Up to £50K, plus attractive commissions and benefits**

**Territory – South East including London**

Opportunity to join the rapidly expanding Firstcom Europe Group. We are looking for an experienced and motivated Channel Manager. This is a great opportunity for you to put your business development skills to the test and to drive our partner channel to the next level. If you are resilient, commercially driven and have the necessary gravitas to influence and build professional relationships, then you are the person we are looking for. There will be a small portfolio of existing channel partners to be managed and developed; however, this is very much a business development role where the suitable applicant will be expected to bring on board and develop new channel partners.

## **Main Duties**

- Manage a small portfolio of existing channel partners, so that the business of Firstcom expands profitably.
- Train, motivate, measure and support its partners to assist them in achieving their sales targets.
- Identify and recruit new channel partners.
- Develop suitable motivational programmes for partners and staff for approval by senior management. This may include: offers, events, programmes and incentive schemes
- Provide regular reports of new sales, churn and usage, and changes and act on the information that is provided
- Monitor the partners and direct sales teams against a range of criteria, including; revenue, margins, account plans, customer visits, sales etc, to ensure their competence and efficiency and performance
- Establish with Product Management, an effective Sales Training programme to improve; product knowledge, opportunity identification, sales delivery and the account management skills both for internal and external staff
- To analyse performance of each channel and partner, account manager on a weekly basis and reward each agent as required by the contract signed with them
- Proactively suggest and implement process improvement
- Work to KPIs to hit revenue based targets.

## **Our requirements:**

- A minimum of three years' experience in Channel Sales gained within a Telecoms or an IT environment.
- A demonstrable track record of successful business development through relationship building and management.
- You must have the ability to work with strategic partners, to network and to hunt for new prospects.
- The successful candidate will be a confident presenter with a determined approach to identifying new opportunities and closing deals.

**Interested, get in touch: [jobs@firstcom.co.uk](mailto:jobs@firstcom.co.uk)**