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# Example of Account Manager, Channel Job Description

Our growing company is looking to fill the role of account manager, channel. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for account manager, channel

* Manages development of assigned distributors and their performance
* Analyzes territory data and creates strategy to access and develop business in growth markets
* Collaborates with distributor to maximize performance and execute required programs for growth
* Facilitates the implementation of new product launches and promotional programs through the direction and motivation of all channel team resources, including the distributor team
* Own the overall plan for business expansion through strategic alliance partners (measured against revenue targets) in the North West, US
* Manage revenue targets, marketing campaigns and field engagement
* Enable sales and technical capability within the partners
* Drive and engage Sales teams to work on/support alliance partner opportunities
* Report forecast and activity accurately to the North America, Director Alliances
* Act as a coordination point and main driver for joint implementation and support activities

## Qualifications for account manager, channel

* Accurately forecast opportunities for the territory
* Manage relationships with assigned territory partners
* Support the Channel Account Executive in managing top partners in the territory
* Facilitate channel engagement in support of territory sales goals
* Coordinate recruitment as required by territory channel planning process
* Organize on-boarding and enablement activities for assigned territory partners