Downloaded from <https://www.velvetjobs.com/job-descriptions/account-manager-channel>

# Example of Account Manager, Channel Job Description

Our company is growing rapidly and is hiring for an account manager, channel. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for account manager, channel

* Maintain & facilitate the local relationship between the customer, the channel partner & G&PS
* To provide backup support to the channel sales team when members are on leave
* Manage Technical support from Motorola to ensure effective sales & implementation of complex solutions
* To provide accurate & timely reports of channel partner’s & manager’s activity, forecasts, plans & actual performance
* To make recommendations on such issues as product selection & pricing with appropriate justification
* To continually work towards Motorola’s fundamental objectives of Total Customer Satisfaction & Six Sigma Quality in all areas under the managers control or influence
* Implement and continually drive Motorola Salesway methodologies
* To comply with Motorola’s requirements with regards to internal controls & code of conduct
* Agreed sales targets are consistently achieved
* Keep abreast of & provide feedback on market & competitive developments & recommend actions

## Qualifications for account manager, channel

* Comfortable working with multiple internal teams, from individual contributors to senior executives, building/maintaining executive-level relationships with clients, partners
* Presentation skills for both partrner and customer
* Manager/Director level communication on regular basis
* Polished and effective at getting message across
* Must communicate across functions and teams to deliver simple effective messages
* Strong collaboration skills, applied successfully within team with other areas