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# Example of Channel Executive Job Description

Our growing company is looking to fill the role of channel executive. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for channel executive

* Develop Services Sales motion and strategy with cross-segment team including EPG, DX, MCS, external value-added partners
* Develop execution model affordable lending in Retail channel
* Develop and implement branch coverage strategy to improve penetration
* Define regional objectives and action plan to improve affordable lending performance
* Identify potential lead sources by region (e.g., partnership with realtor associations)
* Manage communication and maintain regular cadence with regional sales teams (e.g., sales events)
* Directly manage a team of 2 to 3 associates/ VPs
* Responsible for recruiting and enabling partners to work with MySQL across the designated region
* Build a skilled Network of "go-to" partners for the region with which to build a closer business relationship
* Deliver reseller training activities and related sales tools and support to improve the channel's ability to monetize the MySQL user base, improve subscription renewal rates and grow the deal size

## Qualifications for channel executive

* Experience in telecom is preferred but not mandatory (consumer electronics & FMCG)
* Capable of relate / negotiate at CxO level, while able to manage routine tasks
* Interested to work alone (no direct reports), and in a matrix organization
* Reliability, autonomy, integrity
* Informal power and capability to influence are essential to get the job done
* Highly ambitious, sales/results driven, political skills, presentation, negotiation, project management