



# Example of Channel Account Executive Job Description

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Our growing company is looking to fill the role of channel account executive. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for channel account executive

- Develops Sales enablement content which includes training partners and their team members on products/solutions and product demonstrations
- Conducts initial Sales enablement presentation for new partners with appropriate member of Interactive Intelligence Sales team
- Develops business plans with partners to ensure appropriate resources for successfully meeting sales goals
- Coordinates introduction of appropriate Interactive Intelligence departments to new partners
- Coordinates certification process with new partners and insures timely completion
- Monitors progress of new partners for a period no less than 12 months
- Works with appropriate Sales team member to evaluate partner performance in the region and provide assistance to partners that are under-performing or develop a recruiting plan to address any issues
- Data Protection Solutions Pipeline and forecast responsibility for assigned geography and/or assigned partners
- Develop strategies for enhancing channel sales, communicate and understand Total Cost of Ownership and industry trends
- Align with CDW to understand end-user requirements and how to deliver successful partnering outcomes

## Qualifications for channel account executive

- Ability to anticipate resources requirements and modifies plans as needed
- 1+ years' sales or marketing experience with trade accounts (electrical distributors)
- 8 or more years' experience in sales, sales strategy/support or related experience
- Strong communication/presentation skills, verbal/written communications and executive presence
- Strong analytical skills and ability to support large scale projects/programs