



Example of Channel Program Manager Job Description

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Our growing company is hiring for a channel program manager. 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 channel program manager

- Coordinate with SMI and Commercial Operations teams to develop in-depth relationships with key contacts to ensure alignment related to various programs, needs
- Develop, manage, and participate in cross-functional teams to deliver/implement program-specific campaigns and tactics to the market and sales teams
- Collect, analyze and interpret data to drive actionable programs
- Closely coordinate with Commercial sales teams to ensure effectiveness and sharing of best practices of proposed programs at the Region, Territory & Account level
- Maintain understanding of evolving market trends, research needs, and competitive landscape
- Identify and deliver Channel Sales Training and Enablement strategy globally
- Working across GEO and functional groups, establish & foster strong working relationships and work in close collaboration with appropriate global channel teams to understand key strategies and manage successful build and execution of channel development and enablement programs
- Design and implement training and enablement content, tools, and assessments for knowledge transfer and on-going development
- Develop and provide channel subject matter expertise to ensure successful requirements definition of development programs globally

Qualifications for channel program manager

- Comfortable working with virtual team members
- Highly organized, confident, self-starter with a very strong analytical orientation
- Demonstrate leadership qualities in driving the team's performance
- Demonstrates a high level of personal responsibility and an intense "Go beyond, get it done!" attitude
- Maintains the highest level of integrity and trustworthiness with ownership of key responsibilities
- Works well with others and enjoys service oriented positions