



# Example of Channel Program Manager Job Description

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Our company is growing rapidly and is looking 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

- Develop project charters, plans, key deliverables and milestones, and coordinate multi-functional projects with different teams (IT, Compliance, Legal, Product, Business) to ensure success
- Establish scalable mechanisms to identify and support merchants that need help
- Support the development of an ecosystem of business partners in Europe in order to drive adoption and scalability
- Own product registrations to product launch, and maximize merchant success by minimizing seller attrition and maximizing seller sales for the self-service channel
- Collaborate with the EU partner management and local business teams
- Deliver the yearly roadmap, key metrics and report on goals and actions
- Develop program proposals and contribute creative ideas for new programs
- Deliver major/minor customer facing initiatives/projects for target regions ensuring on time, with quality, within budget & delivering expected business results
- Developing and maintaining project schedule that reflects all stakeholder timing
- Managing issues, risks, escalations and communicating effectively with team members and leaders

- Experience working with cross-functional teams and multi-geo environment
- Results driven with a proven history of self-motivation and ability to multi-task effectively
- Personality, confidence, and polish to engage upstream with sales executives, downstream with the field, and across business units with Marketing, Product Management and other groups within the company
- The ability to think strategically and turn strategy into strong execution plans
- Someone who blends technical aptitude with business savvy and has demonstrated success managing complex projects from start to finish
- In-depth understanding of enterprise sales processes and sales practices within the technology industry, experienced in enterprise sales enablement methods