



Example of Channel Program Manager Job Description

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Our company is growing rapidly and is looking for a channel program manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for channel program manager

- Make sure that clearly defined goals/scope, key deliverables, key players, important milestones, KPI's and external dependencies are captured as Program records
- Work with stakeholders to ensure all detailed timing milestones are captured and tracked with dependencies clearly identified and managed, which enables all stakeholders (technical and non-technical) to use it for their portion of delivery with clear understanding of overall delivery timing and dependencies
- Provide concise yet comprehensive program status with clear articulation of risks/issues to leadership and execution team
- Track issues and risks and ensure they are addressed efficiently & effectively to ensure the timing is met
- Manage and facilitate project meetings and working sessions with clear meeting objectives & participants established and outcome captured
- Constantly challenge status quo and look for process improvement opportunities to eliminate inefficiencies and non-value added activities
- Advocate for the GCCX Global Development Process (GDP) and its principles in ways that processes are guiding the PET to effective, efficient and predictable execution with quality
- Accountable for achievement of key project performance indicator metrics for assigned projects

- coordinating programs counselling and advising senior leadership
- Engage with Selected top partners

Qualifications for channel program manager

- Strong understanding of indirect sales model and partner ecosystem (OEM, Distributors, Resellers, System Integrators, Referrals)
- Track record of working effectively with cross-functional teams including sales and channel managers
- Excellent interpersonal, written and verbal communication, teamwork, presentation and project management skills
- Understand the competitive environment
- Proven ability to work independently, take an ownership approach for assigned channel and area of responsibility and develop plans and programs to help achieve channel goals
- Required – Microsoft Office (Highly proficient in PowerPoint, Excel, Word)