



Example of Channel Sales Job Description

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Our company is hiring for a channel sales. 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 sales

- In some of the mid market accounts, penetrate and build a direct relationship to engage and identify the opportunity
- Working closely with partner to follow up opportunity till closure
- Monitor partner by having a regular review on the pipeline build by the partner
- Or else create demand with partner if pipeline coverage is not sufficient
- Responsible for selling and promoting Trane Applied System Equipment
- Perform agreement negotiation and produce order write-up
- Liaise with dealers, design institute and production team
- Lead the commercial negotiation process
- Develop a network of dealers in the tool shop, rental, internet, light equipment and positioning dealer channels as required to achieve revenue targets and market coverage
- Manage contracts and pricing negotiations in line with current policies

Qualifications for channel sales

- Possess a Diploma in any related discipline
- SPM holders/Sales Representative with at least 5 years of FMCG sales experience are encouraged to apply
- Has experience in managing and leading field sales teams
- Able to execute duties with minimal supervision

