



Example of Channel Sales Job Description

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Our growing company is looking to fill the role of channel sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for channel sales

- Sales strategy planning and execution
- Root Cause Countermeasure of shortfalls
- Channel partner contract management
- Sales professional development
- Contract Negotiations/Review
- Responsible for new market penetration and sourcing of new business partners to build corporate sales networking in Thailand market
- To identify and create new sales opportunity to maintain and develop good rapport with customers, distributors and business partners
- To manage sales cycles, market business solutions, build a solid pipeline of qualified prospects and conduct all sales activities needed to achieve sales target
- To maintain databases of clients, and grow each new sales into strong account references
- Lead, manage & develop the channel team in the region

Qualifications for channel sales

- 10+ years of experience in a sell-in and sell-through channel management environment, leading a team of technical and non-technical sale individuals through successful agreement cycles and marketing activities with partners
- Strong background with PC skills, including Microsoft Word, Excel and PowerPoint Internet searching skills

- Experience in selling to construction supplier shops (materials, tools)
- Proven and demonstrated negotiation expert
- Bachelor Degree in Electric or Electronic Engineering or related fields