



# Example of Channel Sales Job Description

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Our company is growing rapidly and is hiring for a channel sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for channel sales

- Ensure the growth of revenue of the products in Malaysia strategically
- Achievement of quarterly financial & non-financial targets
- Ownership of business relationship with key strategic partners
- Works collaboratively with respective HP Partner Business Managers on growing HP share of wallet with assigned partners
- Serve as the HP expert to the partner for extremely complex information regarding Workstations, Thin Client and Mobility product, services, and software transitions, promotions, and configurations
- Provide technical sales support at industry shows and conferences
- Work is performed with minimal direction and supervision
- Applies company policies and procedures to tasks while recognizing the need for occasional, minor deviation to solve more complex issues
- Accurately forecast and deliver revenue targets
- Provide detailed weekly reports on the status and performance of the region to sales leadership through Salesforce.com

## Qualifications for channel sales

- Bachelor or Master majoring Clinical or inBio Science
- Able to be flexible and work in a team environment
- Fundamental knowledge and/or experience in office furniture or related industry is preferred
- Bachelor's degree required, MBA is a highly preferred
- Minimum 5 years in B2B sales management experience with a proven track

- Minimum 2 years experience in sales channel management/development role