



# Example of Channel Sales Job Description

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Our growing company is searching for experienced candidates for the position of channel sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for channel sales

- Work closely with technology partners in delivering value based proposition
- End-to-end management of the Channel Sales contract procedure
- Regular reviews of existing processes to increase efficiency
- Weekly/Monthly application reports focusing on Channel Sales growth and application figures
- Support and manage all facets of reseller relationships
- Responsible for quote generation, report creation and sales/operational support
- Establish for quote generation, report creation and sales/operational support
- Establish, train and maintain relationships with channel partners
- Exercise judgment with defined procedures and practices to determine appropriate action
- Manage high value and volume sales enquiries across all channels to achieve sales, margin, profitability, and KPI targets over a weekly, periodic and yearly basis

## Qualifications for channel sales

- Action and results oriented with the ability to successfully handle difficult situations to mutually beneficial conclusion
- Build and maintain relationships with your assigned customer base within the IT Channel which include System integrators, Resellers and end users
- Proven generalist and business leader demonstrating behaviors that drive

- 15 + years' experience in Sales, Channel Sales and Sales management within an IT company
- 5 years' experience in a global channel sales leadership role
- Ability to successfully influence and execute in a matrix environment