



# Example of Senior Manager Channel Job Description

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Our company is growing rapidly and is looking to fill the role of senior manager channel. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for senior manager channel

- Mentor juniors in the CoE, Sales Development teams
- Coach and manage a team with multi-functional responsibilities
- Develop RGU quality process, optimized execution, metrics and reporting
- Develop the key support infrastructure to improve the quality of RGU's (help desk, programs, training , communication, recruitment and onboarding)
- Lead the development, communication, and execution of 3 year cross-cutting, actionable Omni-channel engagement strategies
- The strategies consist of current state, target state, and a roadmap of business opportunities/use cases and business solution blueprints
- Partner with Business and IT stakeholders to analyze and resolve inter-dependencies in the roadmap
- Lead or participate in the development of related business cases and partner with various business and technology teams to implement opportunities and realize business benefits
- Collaborate closely with and influence P&CB business strategists, Digital, Channel, Marketing, and Product groups
- Act as the Omni-channel engagement product owner, assume the "Business Sponsor Representative Delegate" role, and provide business oversight of related transformational initiatives

## Qualifications for senior manager channel

- Share common business goals and objectives with channel sales team and

- Engage with regional channel partners and roll out planned framework and sales programs
- Bachelor's degree, or foreign equivalent, in Computer Science, Engineering, IT, or closely related field
- 5 years of experience in Omni-Channel environment
- 5 years of experience with IBM Sterling Order Management, IBM WebSphere Commerce and IBM WebSphere
- University degree with business focus is preferred