



Example of Senior Manager Channel Job Description

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Our company 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

- In collaboration with internal/external partners, self-drive process development, policy development and systems/capabilities advancement across the supply chain to grow the commercial channel
- Promote confidence and goodwill
- Own and implement channel tools and portal that make it easy for channel partners to access and use product information, sales program information, pricing
- Implement financial and process controls to proactively identify payment issues
- Manage escalations related to payment inquiries
- Resolve and escalate channel day to day operating inquiries with Sales Management
- Identify potential channels in primary territory of Alabama, Mississippi, Florida, and Georgia
- Create proposals and pricing elements for customers, using Salesforce.com (SFDC) tool to enter sales lead, determine forecast, and manage
- Review and analyze data for sales forecast, reporting / tracking metrics towards plans
- Recruit, qualify, and facilitate channels through appointment process gaining necessary approvals and Profit & Loss (P&

Qualifications for senior manager channel

- 5-7 years of experience in product development with a proven history of

- Broad and deep functional skills
- Lead a portfolio of test & learns to incubate emerging channel strategies
- A Bachelor's or Master's degree from a recognized tertiary institute or equivalent experience in business, marketing or related field is required
- Strong strategic planning, analytical, organizational, time management and written and verbal communication skills are a must
- Individual must be a well-rounded individual capable of handling many competing demands