



Example of Senior Manager Channel Job Description

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Our growing company is looking to fill the role of senior manager channel. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for senior manager channel

- Train representatives and evaluate channel effectiveness
- Develop and manage relationships with channels and end user sales team
- Lead resolution development efforts to best address end-customer needs, while coordinating the involvement of all necessary parties
- Drive a joint partner sales planning process with multiple P&L
- Address partner related issues, sales conflicts, and pricing issues in a timely manner
- Assist in partner marketing activities such as tradeshow and other promotional activities
- Develop strategies for selection addition (new channels) while building long-term relationships with Senior Leaders at major networks
- Manage the P&L for a business unit
- Develop an integrated, multi-year strategy and roadmap to improve the customer experience and increase the effectiveness of BMO's physical channels
- Validate current formats, cost and revenue and build a business case for technology and investment plans

Qualifications for senior manager channel

- HR policies and procedures Human Resources
- Seasoned HR professional who has demonstrated relationship management

- Demonstrated leadership skills with an ability to make things happen through the use of impact and influence
- Adept at interacting with diverse groups of internal clients, and interacting with all levels within a large organization
- Minimum 4+ years of relevant experience in product management, marketing, business consulting or enterprise business development
- Aptitude to frame, analyze and solve complex problems