

Title of Function: Manager – Channel Sales

Desired Skills & Experience

THE JOB :

- ✓ Evaluate the circumstance and determine proper course of action. Giving out right information on objectives of the organization
- ✓ Muster Indirect presence via Channel Partners, . Build wider network for Business Augmentation.
- ✓ To source & close leads to Recruit Potential Channel partners. Liaison with partners to address their requirements/sales queries.
- ✓ Manage Channel Partner's pre & Post sales issues, coordinating with internal departments, reconciling data, communicating internal data to immediate seniors and finding new ways to improve sales & services.
- ✓ Responsible for meeting Set Sales Target of the channel and team, vide effective planning & budgeting
- ✓ Includes preparing and submitting monthly reports on performance, Sustain & maintain an up-to-date records.

YOUR PROFILE :

To enable to accelerate the growth we need an aggressive, confident, experienced & result oriented talent:

- Bachelor degree / MBA
- Minimum experience of 2 years in any service industry. Preferable in Channel sales of Software, Payment gateway or POS
- Business understanding
- Team Leader Qualities to manage Business Network
- Effective and clear communication
- Good command over verbal & written communication skills in English
- Computer and Internet knowledge
- Confidence & Aggressive
- Market Knowledge Preferable
- Convincing & Negotiation Skills
- Ability to achieve targets & give inputs on sales growth

Candidates with experience of 2-3 years preferred, especially those having successfully deployed Result Oriented Campaigns.

OUR OFFER:

As a member of a young and dynamic team, you will be offered:

- A challenging role in a fast growing company and one of the key players in India with introduction of new products.
- A salary package related to your experience and results.
- Regular feedback via a company-wide appraisal initiative with focus on personal objectives, personal growth, short and long term career goals.
- Position based in Bangalore/Chennai/Delhi/Hyderabad.