



Channel Sales Manager (IT)

Industry: Information Technology

Salary: 40k – 80k

Other Benefits: Commissions, Bonuses, Medical, Incentives, leave encashment, paid Leaves & some other perks

Age: 24+

Required Travelling: Yes, all over the Pakistan

Department: Sales

No. of Vacancies: 2

Location: Karachi

Qualification: BBA, MBA, BE or equivalent

Experience: At-least 2 years of experience of Technology Solution Selling at IT Distributors / Solutions Selling / Box Selling / ISP Distributors, or as a Territory manager at any Telco

Job Timing: 9:00 am – 6:00 pm

Apply by: 27-08-2021

How to Apply: Send CV at 'jobs@softechms.com' with the position title mentioned in the subject line.

Company Introduction:

Softech Microsystems is an IT and Telecommunications Company, Founded in 1987. Microsoft Gold certified Partner, SOPHOS & Cyberoam Distributor, Cisco Registered Distributors, Barracuda Platinum Partner, WatchGuard Gold Partner, & partner of Fortinet, Kaspersky, Asravoice Call Recording, Advantage 2000 UCS - IPPBX - Call Center - CRM, Aristel Hybrid PBX, & Panasonic PBX in Pakistan with offices and partner all over Pakistan & UAE. Softech Microsystems offers Cisco, Dlink, AMP and Systemax products.

Job Description:

Job Role:

Channel Sales Manager will work with the team of System Integrators and Partner companies in their respective territories, to achieve Sales Targets and increase product sales / revenues, broaden partner network, increase adoption of product at end users. While building and keeping excellent relationship with the channel partners.

Responsibilities

This role will be responsible at a minimum for the following key business results:

- Introduce assigned products to channel partners, signing them to sell products, helping them to learn and adopt sales of the product.
- Business Development of the products with channel partners, and help them close the deals.
- Help Partner to develop a healthy sales opportunities pipeline and achieve revenue targets thru them.
- Remain up to date about the products assigned and Learning product changes/ upgrades / new launches and training partner sales teams accordingly.
- Increase revenue for assigned products in accordance with assigned sales goals
- Lead Generation / Opportunity management / forecasting monthly sales volumes, closing sales as per forecast and achieving Sales Targets.
- Keep close friendly ties with channel partners and encouraging / helping / motivating / training them to stay on course to achieve targets.
- Keep sales target on course by Weekly, Monthly and Quarterly sales pipeline calls with each Channel Partner sales manager.
- Help partners in lead generation and help them arrange enduser webinars and events

Skills & Experience

- Good in mental math, percentage calculations, margin calculations.
- Knows Sales Cycle and can control partners and end users to bring in sales on time with in assigned period.
- Persuasive / positive aggressive / mindful / responsible / polite
- Easy going / making friends easily and getting his way out thru active negotiations.
- Good negotiator / easily finds common ground to work out a win-win with partners / customers.
- Strong IT background, preferably infrastructure/systems software or storage software sales experience.
- Strong impressive behavior / personality / dressing and speech.
- Fluent in English and urdu / can speak to audience from stage / confident to run Webinars.
- Can write business tactical emails / setup impressive to the point and engaging powerpoints
- Can address and resolve issues with confidence and positive approach.
- Excellent Sales forecasting and modeling skills
- Must be able to develop, implement, execute and manage an Quarterly partner business plan
- Outstanding written and oral communication and presentation skills.
- Detail oriented, with excellent planning and follow-up skills
- Working knowledge of MS Office and Management of daily activities through CRM applications
- Regional travel is required in the role, as such, the individual must be willing to travel on a frequent basis
- Team Player