

## Channel Account Manager

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Company: identifi Global Resources

Location: United Kingdom

Category: other-general

Channel Account Manager - Office Printing & Print on Demand Remote - Bedford office 2 days a month and UK travel.£55,000 + £25,000 OTE + car allowance £6,900 or company car + other benefitsOne of the World's leading consumer brands is looking for an experienced Channel Business Development Manager with strong experience in printing device/office products, POD and/or related software industry.About the role:As the Channel Account Manager you will be focusing on indirect sales, developing existing Channel Partners and Resellers in Device Technology (DT) and Print On Demand (POD).As part of your role you will be home and field based spending time in the field building relationships with key stakeholders.What you will be doing:-Continuously explore and drive new and existing equipment business opportunities within the partner channel, ensuring sales targets and key KPI's are met.-Work with partners to increase business performance and product mix achieving product sales ambition.-Produce and work to a business plan ensuring profitable business development.-Propose any marketing requirements for the segment and agree activities that should be in the business plan to support target-Build and convert partner prospects and ensure pipeline growth is maintained and allocated sales targets are met or surpassed.-Keep abreast of new products and developments both with company and competitors' products-Work with partners to organise and support open days, demos, reference visits for capital equipment prospectsWhat we are looking for:-Strong experience in printing device/office products, POD and/or related software industry; including knowledge of customer drivers and competitor offerings.-Strong channel management experience; including experience of developing business relationships and business growth with channel

partners/dealers and distributors.-Excellent commercial acumen, coupled with strong negotiation skills – experience of /ability to negotiate at board level and identify large business opportunities.-Ability to develop business contacts and relationships at all levels of an organisation-Full UK driving licence.What we are offering:In return we are offering a salary to £55,000 + £25,000 OTE + Company car / car allowance £6,900, 6% Pension, + Private Medical Cover + Life Assurance + 26days holiday (plus Bank holidays).

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