

# United Kingdom Jobs Expertini®

## Channel Director

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Company: FFP International Search

Location: United Kingdom

Category: installation-maintenance-and-repair

Channel Director Northern England Territory - Home based £70-£80k base plus commission and other benefits Join the team at an award-winning business communications supplier, specializing in wholesale mobile data SIMs for MSPs, ISPs, IT Support companies, and Telecommunications Resellers. As the North England Partner Manager, you'll play a pivotal role in nurturing key partnerships. Your responsibilities include keeping partners informed about new products, conducting training sessions on our portals, and collaborating to identify and capitalize on opportunities for mutual success. Ideal candidates will: Have a background in the Channel, with a proven record of selling M2M, IoT, and MBB SIM connectivity to Channel Partners. Exhibit a deep understanding of M2M, IoT, and their value propositions. Prioritize customer relationships, fostering partner growth and success. Demonstrate initiative and effective time management to meet company targets. Possess a keen grasp of mobile technology and IT service provision, with a knack for swiftly learning new products and technologies. Excel in high-pressure environments while maintaining meticulous attention to detail, particularly in CRM database and company system upkeep. Effectively prioritize and manage sales activities in alignment with company targets and KPIs. Showcase a track record of signing up £100m+ companies, crafting Account Plans, and driving substantial commercial growth. Bring a minimum of three years of external sales or customer-facing experience in a similar Channel and communications industry role. Offer strong Technical/Pre-Sales expertise in connectivity. If you're ready to join a dynamic team driving innovation in business communications, apply now!

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