



E2E Networks

Position: - Channel Partner Manager

Job Location: -Mumbai and Pune

WorkWise Solutions

16th Floor, D wing, Trade World, Kamala Mills Compound,
Senapati Bapat Marg, Lower Parel, Mumbai, Maharashtra 400013

Position Overview

The Channel Manager wins, maintains, and expands relationships with assigned channel partners. Prospect and build new channel partners based on geography, market, the Channel Partner Manager is responsible for achieving sales, profitability, and partner recruitment objectives.

The Channel Manager reports to the Vice President of Channel Sales.

Job Responsibilities

- Establishes productive, adding channel and new partner for professional relationships with key personnel in assigned partner accounts.
- Coordinates the involvement of company personnel, including support, service, and management resources, in order to meet partner performance objectives and partners' expectations.
- Meets assigned targets for profitable sales volume and strategic objectives in assigned partner accounts.

Channel Partner will endeavor the following:

- Understand customer's requirement related to Cloud computing solution, server hardware solutions or cloud software requirement.
- refer such customers to E2E for Qualification.

E2E Networks will endeavor the following:

- provide marketing and promotional material to the partners
- assign a resource to help partner in sales meetings and also in the process of closure.

Desired Candidate Profile

- Strong phone presence and experience dialing dozens of calls per day.
- Excellent verbal and written (English) communications skills. Strong listening abilities.
- Ability to quickly grasp technical concepts.
- Prior experience in direct sales is a must.
- Track record of over-achieving quota.
- Proficiency with corporate productivity and web presentation tools.