

Channel Partner Manager

[Phonism](#), leader in intelligent Device Lifecycle Management ([iDLM](#)), eliminates complexity in provisioning, managing, migrating and securing VoIP devices at scale. We collaborate with telecom's top Service Providers, Distributors and Manufacturers to simplify device management and offer choice and flexibility unmatched in the industry.

We are currently searching for a SaaS experienced, self-driven Channel Partner Manager responsible for developing and maintaining relationships with partners and alliances to drive revenue.

What you'll do:

- Lead partner recruitment activities, facilitate partner sales engagement
- Develop and execute GTM and roadmaps with resellers/partners/alliances including: Enablement, training and education, development of joint offerings, certification, demand generation activities, etc.
- Develop and leverage Executive-level and champion partnerships
- Drive success through accurate forecasting and visibility into opportunities for sales teams
- Plan and facilitate sales and technical training/enablement and requirements on platform
- Manage company resources as related to partner support

Ideal candidate will possess the following skills:

- 8-10 years successful experience in channel management sales
- 3+ years experience in Enterprise channel management
- Knowledge of VAR/Distribution and Technology Alliances Channel in the Americas Region
- Own a network of channel partners, alliance and industry relationships
- Enjoy a solid track record working with VARs and alliances and a passion for supporting channel partners in providing the best solution to their customers
- Balance daily activities and deliver short/midterm results while developing long-term strategic relationships
- Experience working in global, multicultural organizational settings
- Show continuous improvement in personal, technical and business skills
- Able to travel up to 20%

If interested in this position, please email resume to hr@phonism.com

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