

We are in search of a Channel Partner Manager

Phonism is the world's leading automation platform to deploy, manage, secure, and migrate SIP devices at scale. Phonism delivers a universal way to manage the complexities of multi-vendor device management with a powerful SaaS platform for anyone selling or supporting cloud communications solutions. 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.

Responsibilities

- ▶ 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

Skills & Experience

- ▶ 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%

Follow us on social media



Interested? Fill out the form here.