

## JOB DESCRIPTION

<b>Job Title:</b>	Channel Sales Manager
<b>Department:</b>	Channel Sales
<b>Reporting To:</b>	Sales & Marketing Director
<b>Market Coverage:</b>	UK, Eire & EMEA

**Objective:** The prime objective is to assist the Channel sales department to meet its forecast targets set by the company. This will involve both cold and warm calling to Channel resellers, S.I.'s that Cura has so far been unable to penetrate and the development of new trade relationships within the IT sector.

You are also expected to continue to develop and maintain existing business within Cura's existing Channel accounts. The role is geared towards achieving maximum personal effectiveness and there shall be sales targets against which your performance will be measured and rewarded accordingly. You will need to meet and exceed the targets set on a monthly quarterly & annual basis.

### Responsibilities:

- Cura's current channel prospects are;
  - Facilities Management companies
  - Manufacturers (OEM)
  - System Integrators
  - Independent maintainers
  - Distributors
  - Dealers
  - VARs.
- Due the nature of your grade & experience we would expect you to focus on the last four on the above list.
- To establish lines of communication that facilitates creative, conceptual and immediate support requirement dialogue.
- To increase revenue for the company through good negotiation
- Providing monthly report on existing clients and accurate pipeline & prospects lists.
- Work and liaise with Sales Support staff to ensure tasks are fulfilled, all sales paperwork has been completed fully and in a timely manner.
- Updating Company CRM systems with all relevant details of each client that is spoken to and the sales opportunities recorded.
- Good account management to ensure maintained growth and stifling any competition in that account.
- To attend internal sales and staff meetings. Wherever held.
- To work from the office unless visiting customer sites.

This document is not exhaustive and you are expected to undertake any other duties commensurate with the post, as necessary from time to time.

**Person Specification**

**Channel Sales Manager**

<b>QUALITIES</b>	<b>ESSENTIAL</b>	<b>DESIREABLE</b>
FORMAL QUALIFICATIONS:	<ul style="list-style-type: none"> <li>• Good standard of education</li> </ul>	<ul style="list-style-type: none"> <li>• City &amp; Guilds I &amp; II Electronic Servicing</li> <li>• I.T. Industry qualification</li> </ul>
KNOWLEDGE:	<ul style="list-style-type: none"> <li>• Commercial Awareness</li> <li>• Document Management experience</li> <li>• Account Development</li> <li>• Managed Service experience.</li> </ul>	<ul style="list-style-type: none"> <li>• Time Management</li> <li>• Technical knowledge</li> <li>• I.T. Maintenance and Service Industry</li> <li>• MPS knowledge.</li> </ul>
EXPERIENCE:	<ul style="list-style-type: none"> <li>• Management of Business relationships within Channel sector organizations</li> <li>• Proven sales development of major accounts/S.I's &amp; OEM's</li> </ul>	<ul style="list-style-type: none"> <li>• MPS experience in account management</li> </ul>
SKILLS:	<ul style="list-style-type: none"> <li>• Well presented</li> <li>• Influencing skills</li> <li>• Leadership qualities</li> <li>• Good communication skills</li> <li>• Flexibility</li> </ul>	<ul style="list-style-type: none"> <li>• Good Organisational skills</li> <li>• Budget &amp; Business Plan Experience</li> <li>• Pricing management</li> <li>• Administration</li> </ul>
PERSONALITY/ MOTIVATION:	<ul style="list-style-type: none"> <li>• The ability to work accurately under pressure</li> <li>• The ability to work on own initiative</li> <li>• Self motivation</li> </ul>	
PHYSICAL REQUIREMENTS:	<ul style="list-style-type: none"> <li>• Good health</li> </ul>	
INTERESTS:	<ul style="list-style-type: none"> <li>• In expanding the business</li> <li>• Furthering career</li> </ul>	
CIRCUMSTANCES:	<ul style="list-style-type: none"> <li>• Full Driving License</li> </ul>	<ul style="list-style-type: none"> <li>• Clean Licence</li> </ul>