

Australia Jobs Expertini®

Channel Manager

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Company: Athlete2Business

Location: Sydney

Category: other-general

About Us: Our client is a rapidly growing Telecommunications business specializing in comprehensive software and hardware solutions for business communication needs. As part of our expansion strategy, we are looking for a dynamic Channel Manager to help build strategic partnerships with smaller telecom providers. These partnerships will enable us to reach untapped markets and provide a wider range of telecommunications services to businesses across Australia.

Job Overview: As a Channel Manager your primary role is to develop and nurture relationships with smaller/medium telco providers that may not offer a complete suite of telecom services. By identifying synergies and forging strategic alliances, you will play a pivotal role in our go-to-market strategy, opening new revenue streams and expanding our reach in the telecommunications industry.

Key Responsibilities: Partner Relationship Building: Identify and engage with smaller telco providers, establishing strong partnerships and collaboration agreements.

Market Research: Conduct market research to identify potential partners and understand their unique strengths and weaknesses.

Go-To-Market Strategy: Develop and execute go-to-market strategies with partners to jointly offer comprehensive telecom solutions to businesses.

Channel Growth: Drive growth in our channel partner network and ensure that partners are well-aligned with our company's values and objectives.

Partner Enablement: Provide partners with the necessary resources, training, and support to effectively market and sell our services.

Performance Tracking: Monitor the performance of channel partners, ensuring they meet agreed-upon targets and objectives.

Contract Negotiations: Collaborate with legal and business development teams to negotiate partnership agreements and contracts.

Qualifications and Skills: Proven experience in channel management, partnership development, or a related role, preferably in the telecommunications, professional services, or tech sector.

Familiarity with the telecommunications industry, cloud services, or managed service provider (MSP) sector is highly desirable.

Exceptional communication and negotiation skills to build strong and mutually beneficial partnerships.

Strategic thinking and the ability to identify and capitalize on market opportunities.

Strong project management skills to oversee partner relationships and drive growth.

Proficiency in data analysis and reporting to assess partner performance and make data-driven decisions.

Self-motivated and goal-oriented, with the ability to work independently and as part of a team.

Willingness to travel occasionally to meet with partners and attend industry events.

Career Growth: This position offers the opportunity to be part of a rapidly growing Telecommunications business with significant potential for career advancement. As the Channel Manager, you will have the chance to shape and expand our channel partner network, making a meaningful impact on our company's growth.

If interested send your resume to

Whether you're an athlete looking to transition into a new career or an employer looking to build a high-performance culture within your team, Athlete2Business looks forward to working with you!

#J-18808-Ljbffr

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