

# Australia Jobs Expertini®

## Head Of Sales

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Company: Adviza

Location: Sydney

Category: other-general

Head of Channel Tier 1 Listed US Hardware Vendor Company Profile Tier 1 US Listed Hardware Vendor Dollar Valuation 10,000+ employees NASDAQ Listed \$180K - \$200K + super + car + 30% bonus Leadership This Global behemoth of a Hardware Vendor is looking for a Channel Sales Manager, Sydney to manage a strong portfolio of high performing Channel Accounts. This role is reporting directly into the Managing Director, APAC. In this role you will be supported by the industries best, inherit a proven Channel & Alliances business worth upwards of \$400m revenue. It will be your responsibility to manage and effectively create opportunity within Channel Ecosystem. You must instil value based selling and excellent relationship management in order to maintain revenue and Channel Growth targets. The ideal candidate will have Channel Sales experience, for an established and known Technology Vendor and worked with Traditional IT Resellers. RESPONSIBILITIES Manage and Lead a high performing Channel Conduct QBR with your Channel Team and build effective business plans to attain aggressive growth and revenue targets You will need to identify, engage and build innovative channel partners You will hold regular sales cadence meetings and business planning sessions with Managed Partners including Quarterly business reviews to plan spending. This will include business activities and the ability to drive mutual revenue growth You will be collaborative with the entire sales leadership to build the core strategy for the channel market as well as the wider teams across sales, marketing and engineering You will help excite and energise the market through the channel and create innovative ways of helping to position partners REQUIREMENTS 5+ Years Channel Sales Experience Detailed understanding of the Technology channel, how they operate and what

drives them. Experience in working in a highly disruptive environment where the rules are changed and new ways of working are developed Demonstrated ability to create and build strategic relationships across multiple organisations Experience in managing conflict and tension You are a Self starter, who is comfortable working in a deeply fast growing environment Ability to work collaboratively with employees within the sales function and across functions including Marketing, Sales Operations, System Engineering, and Product Development HOW TO APPLY? If you meet this criteria and have aspirations to join a Listed US Technology Vendor as the Head Of Channel Sales, and want to make a difference at an innovative and exciting company email your resume to Zara Allen at or phone directly on for a Private and Confidential discussion. Please note only candidates that meet our clients' criteria will be short-listed and contacted. #J-18808-Ljbffr

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