

File	Job Description
Position	Channel Sales Manager
Date	2020/3/11
Recruiter	Gwen Cai



JOB: Channel Sales Manager

This position is responsible for the channel business of Newland Auto-ID products and solutions in assigned region. Major job is to generate the channel strategy based on company's overall direction and execute for the results.

Report to: General Manager

Location: the United States of America

Job Descriptions:

- Responsible for the channel business in designated region and achieve the sales quota.
- To optimize and implement channel program in the region and grow channel business by recruiting, developing and managing channel partners.
- Identify and build up business relationship with System Integrators, ISVs on our target verticals such as retails, Transportation & Logistics and etc.
- To conduct channels partner business plan, timely business review and also the necessary partner trainings together with team members.
- To do sales forecast and provide market and competitor's analysis report.
- Foster customer satisfaction by maintaining regular customer contact and managing customer expectations.

You must have:

Bachelor's Degree

Qualities about you that might make this decision easier:

- Some experience in managing channels preferred in those products such as barcode/RFID, POS or other IT relative products.
- Proven track record of consistently achieving or exceeding quotas using a consultative/solution selling approach.
- A customer-driven focus and the ability to quickly pivot in a fast paced environment.
- An open mind with strong self-motivative spirit.
- The ability to travel upon the demands of the region.

Gwen Cai | Talent Acquisition Manager

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