

Job Title - Channel Account Manager BeLux

Location - Brussels

SUMMARY OF JOB:

To manage mid-markets (SMB and identified industry verticals) in the assigned country through identified competent partners and achieve targeted sales revenue and growth goals. The goal of this position is to increase share of served and available opportunity in the identified verticals and SMB space through the rapid and proper deployment of trained and certified Channel Partners. Develop partner width and depth from the IT SI/VAR community

ESSENTIAL FUNCTIONS:

50% • Develop and manage relationships within designated channel partners for the long-term at all decision making levels. This includes managing director, general manager, sales manager, field sales, and technical teams.

20% • Identify, recruit and certify selected channel partners

10% • Own and oversee opportunities in the chosen verticals, develop relationships with select end-user customers to support the partner sales efforts. Joint calls with the partner. Manage the partner's funnel in the verticals and track closures.

10% • Planning and implementing quarterly business plans with the channel partners. This includes working with the Sales & Distribution Manager to implement co-marketing activities with the channel partner to generate sales opportunities.

SECONDARY FUNCTIONS:

10% • Assist the partner's sales people in identifying, developing and closing opportunities for integrated data centre build-outs employing APC's power, cooling, racks, management accessories, professional services, and turnkey projects for IT facilities

EDUCATION—MINIMUM REQUIRED LEVEL:

Bachelor's Degree or equivalent (Engineering or Science an advantage)

EXPERIENCE—MINIMUM REQUIRED:

At least 4 - 5 years sales experience, with previous experience in selling to IT channels and end users in the SMB space

KNOWLEDGE AND SKILLS 1—REQUIRED:

- Knowledge of the IT industry and datacentre, internetworking and desktop environments
- Thorough understanding of the sales function and processes (Marketing/ Service knowledge will be an advantage in this role) including annual sales planning.
- Proven leadership skills, strong interpersonal and relationship building skills
- Excellent written and oral communication skills, training and coaching skills
- Strong time management skills and results orientation
- Excellent interpersonal skills
- "Whatever it takes" attitude and desire to make an impact
- Willing to travel throughout the country

KNOWLEDGE AND SKILLS 2—DESIRED BUT NOT ESSENTIAL:

- Electrical Engineering

TRAVEL:

- Once every 12 months

Interested?

Please contact:

Maureen Adair | **APC by Schneider Electric** | **Recruitment Specialist EMEA**

Phone: +353 (0)91 702619 |

Email: maureen.adair@apcc.com |