



Channel Sales Manager

Who we are

Behind every one of our solutions is our greatest asset: our people. At Powernet, we are driven in our individual roles and by our collective goals -- both in the office and in the community. Through our casual office setting and spirit of innovation, Powernet offers a welcoming work environment that aligns professional and personal growth with real business results, a combination that can benefit anyone looking to take the next step in their career.

Position Overview

As a key member of our National Sales Team, the Channel Manager will be responsible for recruiting, onboarding, and managing an assigned account base of existing and new partners who sell new and existing products and services to business clients. He/She will focus on growing the Powernet brand in the indirect and direct channel space, supporting our channels programs while driving revenue growth.

Essential Duties and Responsibilities

Support and promote the mission, values, and principles of Powernet.

- Identify, establish, and penetrate key alliances in the telecom/technology industry to facilitate new sales opportunity and revenue growth for the company.
- Manage funnel activity by having daily/weekly activities including partner/customer presentations and quoting
- Champion partner/customer needs and coordinate with internal groups during the sales cycle
- Work with Management to create packages of services that meet unique needs of partners and or their customers in terms of products offered or alternatively in terms of price points or commission levels.
- Assist Powernet in the development, and pricing of new products and services.
- CSM negotiates contract process for new partners and clients, subject to fraud, credit, and legal approval.
- Coordinate and deliver training updates for Partners on new product offerings (webinars, lunch n learns etc).
- Visits partners and or customers on an as need basis to assist in closing deals.
- Responsible for Partner training and onboarding on Powernet products/processes, to ensure sales readiness of our services for Partners
- Provide reports on revenue projections on monthly, quarterly basis for both partners and direct prospects
- Educate partner on cross and up-sell opportunities in doing business with Powernet to maximize partner revenue potential.
- Provide publicly available competitive information to Powernet Sales & Marketing teams.
- Provide reporting to internal audiences on forecast, prospects, funnel etc. that aligns with sales/revenue goals
- Other duties as assigned

Education, Experience and Skill Requirements

- 2+ years of Channel Management
- 4+ years in the Telecommunications/IT Industry
- Superior verbal and written communication skills.
- Proven experience in channel sales model, selling voice and/or data services
- Willing to travel to meet partners and clients.
- Must be able to adapt to any situation with Clients and/or Partners
- Prefer existing partner relationships in the Telecom/IT industry
- Good grasp of telephony, including LAN and WAN technologies

