

Channel Account Manager: SMB (KENYA)

THE OPPORTUNITY	
<p>To develop strong client relationships, increasing product awareness of your assigned product within the company brand portfolio. In addition, the successful incumbent must be able to drive sales, manage and maintain key client accounts. The Channel Account Manager must be able to provide quality service and motivate key accounts to stay with the business as well as develop new accounts for the business.</p>	
Key Skills	<ul style="list-style-type: none"> • Will be responsible for managing between 60 to 100 partners which will be provided to you each year. • Responsible for higher-than-average growth on this pre-determined list of partners. (this partner base should grow at a higher rate than the average of our annual target growth %) • Responsible for new business pitches and for the effective on-boarding of new partners and/or customers • Responsible for the development and achievement of sales through the sales distribution channel • Focusing on growing and developing existing clients, together with generating new business • Qualify new business opportunities in the assigned partner base (DLB) • Maintain a high level of sales activity including prospecting, needs assessments, proposal generation, negotiation, and post-sale follow-up for additional lead sources • Maintaining a full contact list on CRM of all key stakeholders. • Collaborate with your Internal Account Manager to ensure quoting accuracy • Track and monitor key partner business requirements • Tracking of leads & opportunities through the different sales stages on the CRM system until closure • Build relationships with partners and display an interest in and knowledge of the partner environment, by means of attend meetings with clients, facilitating floor days or training sessions • Maintain and update Sales & Technical Heatmaps, drive SE engagement within allocated accounts
Experience and Education (Required qualifications, training, and experience)	<ul style="list-style-type: none"> • Relevant Degree/Diploma in Business Management, Communications, Marketing, Customer Relationship Management, Business Administration, or any other related field • 2-4 years of industry specific experience • Experience in Distribution and Reseller Channel • Team player • Works well under pressure • Motivated with initiative • Adaptable to people/jobs/ surroundings. • Organised – paperwork, time management/prioritising • Confident and approachable • Problem solver with attention to detail. • Reliable
Travel Requirement	<ul style="list-style-type: none"> • N/A