

Job title	Channel Sales Manager (Enterprise Business)
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Mission

JB Monster is the largest referral network in Asia which specializes in referrals to open jobs with top companies in the region. We pay up to \$10,000 USD for every successful placement which is hired.

Job Description

We work with the top companies in the world and offer them top candidates through our network. We are currently assisting one of the largest telecommunications equipment manufacturers in the world.

Duties and Responsibilities

- Perform distributor assessment by analyzing distributors' capabilities, stability, performance and potential.
- Build and develop professional relationships with assigned partner account in order to drive, achieve sale targets and maximize the sale volume.
- Proactively lead joint partner planning process that develops mutual performance objectives, financial targets and critical milestones associated with productive partner relationship.
- Develop tier-2 partners with distributors, increase activation rates of tier 2 partners, and provide proper support.
- Manage potential channel conflict with other channels through internal and external communication according to channel rules of engagement.

Qualifications

- Thai nationality only.
- At least bachelor degree in Telecommunication/ Electronics /Computer or equivalent.
- At least 3 years open channel sales working experience, having good understanding and perspectives about sales, channel development, marketing development and customer relationship development.
- Resourceful and possessing excellent interpersonal skills.
- Good verbal and written communication skills in English.
- Be able to work independently under high pressure.
- Team management.

Approved by:	JB Monster (on behalf of CEO)
Date approved:	October 16, 2015