



JOB TITLE: Channel Partnerships Manager

Job Identification: 92

Locations: Tanzania - Arusha

Apply Before: 25/08/2022, 20:00

Job Description

R&Rs

- Overall responsibility for driving the research and delivering intelligence that will inform proposition development for new and existing channels.
- Overall responsible for developing and deploying business propositions that will convert to revenue.
- Overall responsibility for account management activity supporting the business leads. This will involve managing customer escalations, providing management information and reports.
- Assist in developing implementation plans for Channel Partnerships Strategy and monitor implementation therein.
- Grow d.light Tanzania indirect channels to market through establishment of sales via partners, channeling company resources to the most effective channels.
- Assist in setting indirect sales targets as per Business Plan and set up strategy to deliver on indirect sales targets.
- Participate in weekly and monthly sales meetings with the sales team to discuss delivery on sales targets and identify and resolve operational problems.

- Provide weekly feedback on sales targets to the Head of Sales Tanzania to review country performance and identify gaps where interventions are required.
- Participate in monthly meetings with the platform team to review sales performance and come up with the necessary adjustments.
- Participate in the identification and assessment of risks, formulating risk mitigating strategies in collaboration with the Head of Sales Tanzania.

KPIs

- Closure of sales project activities within approved timelines.
- Revenue realization per sales vertical.
- Relationship Management score

Required Skills and Experience

- Bachelor's degree in Marketing or related field
- 5 – 6 years' experience in selling products in a B2B environment
- Proven experience in rapid development and expansion of indirect channels
- Superior verbal and written communication skills
- Ability to work with teams, strong interpersonal skills enabling connects with people at various levels of seniority.
- Passion for social enterprise, development of people and environmental benefits.

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