



Job Title : **Channel Sales Specialist**
Department : **Sales**
Reports to : **Country Sales Manager**

Our COMPANY

Headquartered in Singapore, ICONZ-Webvisions is the only Asia-centered Cloud and managed hosting provider serving Asia, Australasia and the global market.

We help businesses take advantage of the power of the Internet, seamlessly and effortlessly, using Cloud technologies.

With a track record of over 20 years, ICONZ-Webvisions offers a unique combination of private and public Cloud computing services to mid-sized enterprises, leveraging the largest pan-Asian footprint of managed hosting facilities.

ICONZ-Webvisions is committed to delivering secure and reliable solutions and a superior customer experience, in order to make us the trusted Cloud computing partner among mid-sized businesses throughout Asia Pacific. We continue to innovate, lead and empower customers in Cloud hosting technologies, providing solutions that frees up capital and delivers operational network and business process efficiencies.

Job Description

The Channel Sales Specialist position is responsible for executing ICONZ-Webvisions' Cloud Computing and Managed Hosting channel sales strategy to achieve annual targets.

The Channel Sales Specialist is expected to win, maintain, and expand relationships with assigned partners. S/He is responsible for achieving sales, profitability, and partner recruitment objectives.

Key Areas of Responsibility and Tasks

- Identify, recruit and on-board new channel partners
- Manage sales activities of partners to generate revenue
- Coordinate with partners to create and execute business plans to meet sales goals
- Analyze market trends and accordingly develop sales plans to increase brand awareness
- Evaluate partners' sales performance and recommend improvements
- Educate partners about product portfolio and complimentary services, if any, offered
- Address partner related issues, sales conflicts and pricing issues in a timely manner
- Manage sales pipeline, forecast monthly sales and identify new business opportunities

The Company reserves the right to vary or amend the duties and responsibilities of the post holder at any time according to the needs of the Company's business.

- Develop positive working relationship with partners to build business
- Stay current with latest developments in marketplace and competitor activities
- Communicate up-to-date information about new products/solutions and enhancements to partners
- Develop process improvements to optimize partner management activities
- Work with partners to develop sales proposals, quotations, and pricings
- Develop customer presentations and attend sales meetings and partner conferences
- Assist in partner marketing activities such as campaigns and other promotional activities

Essential Qualification, Experience, Skills, Knowledge and Ability

- Bachelor in Business, Marketing or equivalent
- At least 4 years of **relevant sales/channel experience** with **relevant track record** in selling data center infrastructure, virtualization, cloud computing, software or other cloud offerings from leader IT vendors.
- **Proven track record** in managing and winning major opportunities, with the ability to work unsupervised; ability to interact as a value-added team member.
- Must know how to effectively sell a technical product/solution through partners.
- Must understand product/solution, features/benefits and position product/solution to partners.
- Experience calling on multiple levels within account including everything from CXO through System Administrator.
- Must understand role in decision making process for each level within the customer.
- Experience complex sales cycle with larger deal sizes.
- Ability to take a sales opportunity from partner/customer requirements through closure.
- Essential language: English – spoken (fluent) and written

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