

## Position Description: Channel Sales Manager



**Position Title:** Channel Sales Manager  
**Functional Group:** Sales  
**Reports to:** Director Channel Sales  
**Date:** February 2019

### Our Company

Coretex is a world-leading technology company that creates innovative fleet management and IOT solutions for organisations that operate in mission-critical environments. Our start-up culture and 'can-do' attitude helps us take on the best and win. Our proprietary technology platform helps organisations run more efficiently and comply with complex legislation through intelligent use of data gathered directly from fleet assets.

Coretex has customers all over the globe. Our business is run from offices in New York, San Diego, Auckland, and Sydney. We have ambitious growth plans that will see us further expand operations over the coming weeks, months and years.

### Our Mission

At Coretex we believe that technology should be used to create a safer, cleaner and more productive society. The world's resources are under increasing pressure - to keep growing, we have got to figure out how to do more with less.

Our goal is to help operators drive better business results by improving their asset utilization, reducing fuel consumption and minimising the wear and tear on people and machines - all whilst ensuring that operators remain compliant with all relevant legislation.

### Purpose of this Role

We are searching for a motivated person with technical skills, aspiring to join a successful growing company in a high growth industry with markets in New Zealand, Australia and North America. This role provides a great opportunity for someone who wishes to further their Channel Sales career.

This position is an Area Manager level sales role overseeing the Eastern N.A. Region, east of the Mississippi with carve outs.

### Responsibilities

The outcomes listed below describe the tasks the Channel Sales Manager may be expected to carry out.

- Coordinate and execute sales strategies with channel partner sales personnel. Support the sales process and lead where necessary to advance the sales process and close end-customer prospects
- Apply B2B solution selling techniques to:
  - Identify buying team members and understanding their situation and goals
  - Matching capabilities to needs through good questioning practices and listening skills
  - Drive value appreciation and buy in across buying teams
- Must become articulate in conveying value, outcomes, case studies, success stories and addressing customer concerns and objections

## Coretex Position Description

- Manage a pipeline and numerous opportunities simultaneously
- Manage and deploy the right internal resources at the right time to drive deals to closure
- Produce and manage meeting plans, demo schedules, detailed requirements and tasks lists that keep opportunities on track
- Develop the capabilities of existing channel partners to more effectively represent, sell and service Coretex solutions and services. Introduce and support new lines of business
- Identify, sign and develop new channel partners
- Manage channel partners to maximize mind-share, optimize sales skills and focus
- Manage indirect resources supporting the region
- Liaise with assigned channel partners as the primary representative of Coretex. Respond to requests, resolve disputes and address all needs required to optimize the effectiveness of the partnership and program
- Provide continuous business and pipeline visibility through routine call reports and via pipeline management and forecasting tools as required by the company

### Quality / Health & Safety Accountability

All staff are authorised to take suitable action to prevent, avoid and where possible eliminate quality and health and safety issues within their job area.

### People Specification

The ideal person fulfilling this role will have the following skills and characteristics.

- 3+ years of Enterprise B2B SaaS sales experience in IT/IoT SaaS solutions space. Fleet Management / Telematics experience strongly preferred.
- Consistent success exceeding quota selling in large market SaaS sales
- Highly organized, methodical mindset. Must be capable of focusing on the right opportunities through the use of prioritization skills
- Strong collaborative and coaching skills are critical for this position as success will hinge on working relationships with channel partner personnel
- Demonstrated on-target ICP
- Extensive travel throughout U.S. and Canada. M-F travel required
- Previous success in growing and identifying new Channel Partners
- Good communication skills both written and oral
- Be self-managing and a self-starter
- A high customer service ethic
- A collaborative workstyle

### Why Work with Us

This is a great time to join an agile and fast-growing technology company that's taking on the world. Coretex is the kind of company that gives you the opportunity to make a difference.

The Coretex team is driven, professional and focused. We're big on teamwork and open doors. We are passionate about providing our customers with the best technology and experience, and we like to have fun while we're doing so.

The development and growth opportunities are as unlimited as our business growth – locally and internationally.

### Location

The position will be based in major East Coast hubs.