**Channel Manager – (Job Description)**

AiRISTA’s Location Services Solutions are the heart of some of the world's largest RTLS deployments representing hundreds of thousands of end points per customer in demanding environments like the California Department of State Hospitals, the US Defense Health Service, and Fortune 500 companies. AiRISTA was recognized as a LEADER in Gartner’s Magic Quadrant for Indoor Location Services, 2022

**POSITION OVERVIEW:** The Channel Manager wins, maintains, and expands relationships with assigned channel partners based on geography, channel, or market. S/he engages and collaborates internally with Business Development, Account Managers, Executives, and other team members to identify and onboard qualified channel partners. Reporting to the VP of Sales, the Channel Manager is responsible and accountable for partner recruitment and attaining quarterly and annual sales quotas in the assigned product lines/verticals/geographic territories. S/he will represent the entire range of company products and services to assigned partners.

**JOB RESPONSIBILITIES:**

* Establish and maintain productive, professional relationships with key personnel in assigned partner accounts.
* Coordinates the involvement of company personnel, including support, service, and management resources, to meet partner performance objectives and partners’ expectations.
* Meets assigned targets for sales volume and strategic objectives in assigned partner accounts.
* Proactively leads a joint partner planning process that develops mutual performance objectives, financial targets, and critical milestones associated with a productive partner relationship.
* Proactively assesses, clarifies, and validates partner needs on an ongoing basis.
* Sells through partner organizations to end users in coordination with partner sales resources.
* Manages potential channel conflict with other firm sales channels by fostering excellent communication internally and externally, and through strict adherence to channel rules of engagement.
* Leads solution development efforts that best address end-user needs, while coordinating the involvement of all necessary company and partner personnel.
* Ensures partner compliance with partner agreements and revenue targets.
* Drives adoption of company programs among assigned partners.
* Acts as champion for partners’ needs such as training, joint lead generation, collateral, and issue resolution.
* Proactively recruits new qualifying partners.

**ACCOUNTABILITIES AND PERFORMANCE MEASURES:**

• Achieves assigned sales quota in designated partner accounts.

* Maintains Forecast and Sales Quotas within CRM
* Completes partner account plans that meet company standards.
* Maintains high partner satisfaction ratings that meet company standards.
* Completes required training and development objectives within the assigned time frame.
* Success in identifying and onboarding net-new Strategic Partners

**ORGANIZATIONAL ALIGNMENT:**

* Enlists the support of specialists, implementation resources, service resources, and other sales and management resources as needed.
* Closely coordinates company executive involvement with partner and end-user customer management as appropriate.
* Works closely with Customer Service Representatives to ensure customer satisfaction and problem resolution.
* This position may have direct report staff assigned to support responsibilities within specific partner accounts.
* This is a Remote position
* Willing to Travel as required to meet targets and goals (estimated 50-75%)

**QUALIFICATIONS**:

* Four-year college degree in Business or 5 years of equivalent experience selling solutions.
* Formal Sales Training is required.
* Minimum five years of recent solution sales experience in a business-to-business, large/strategic customer segment; or a record of achievement in the Account Manager position.
* Cloud Solution Selling (IoT, Wireless Networks, Location Tracking is a plus!)
* Established list of new target accounts to hit the ground running once on board. Excellent at listening to customers/prospects, identifying needs and formulating a matching solution(s) to address their needs.
* Understanding of Wireless Technologies / IoT a plus
* Proficiency in Microsoft Office products
* Familiarity with Odoo is a plus.
* ZoomInfo Certifications a plus

**PRIMARY VERTICALS:**

* Healthcare – National footprint, (IDN) Experience
* Manufacturing and Logistics
* Hospitality – experience in Multi-Site, Multi-Year Contracts – Prefer experience with Major/National Brands
* Education

Please send Cover Letter and Resume to **careers@airista.com**

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