

Channel Manager (m/w)

We are a leading start-up for mobile enterprise messaging, and currently growing our sales and marketing team. We are looking for a Channel Manager (m/w) in full-time. The Channel Manager will be responsible for driving the Teamwire channel development in the DACH region. The Channel Manager will be responsible for recruiting, on-boarding and enabling new channel partners and growing and effectively managing existing channel partner relationships. The position requires the ability to work cross functionally to develop excellent relationships with channel partners and within Teamwire. The Channel Manager is an experienced, motivated professional that understands what is required to quickly grow and scale a B2B IT business.

Your Assignment:

- Onboard, enable and manage channel partners in the DACH region.
- Develop and drive channel execution plans.
- Develop growth and strategic expansion plans.
- Identify new business opportunities with channel partners, and utilize industry knowledge/affiliations to capitalize new sales opportunities.
- Meet and ideally exceed all revenue targets assigned.
- Follow up timely and manage all leads supplied, and monitor the sales process and progress of channel partners.
- Monitor sales performance against stated objectives, and provide regular and accurate sales forecasts.
- Understand and communicate the business value and ROI of Teamwire to channel partners and customers.
- Develop executive relationships with channel partners to ensure alignment and improve partner loyalty.
- Ensure effective partner enablement (training, support and certification, overall sales and marketing skills, field engagement)
- Execute joint events, marketing campaigns and channel partner programs.
- Be the central point of contact for channel partners and work on their behalf with all teams within Teamwire.
- Align Teamwire resources for most effective and efficient use with channel partners.

Your Profile:

- The ideal candidate will have 5+ years channel management experience with proven results.
- In-depth channel sales experience in selling enterprise IT solutions.
- Proven ability to successfully manage existing channel partners.
- Proven ability to develop new channel partners.
- Proven ability to identify and realize sales and growth opportunities.
- Experience in managing complex sales campaigns with channel partners and delivering value added marketing communication.
- Experience with mobility, IT security and enterprise productivity is highly valuable.
- Excellent presentation skills with the ability to present to and influence the top management of channel partners and prospects.
- Strong problem solving and leadership skills with the ability to serve as the key resource between channel partners and Teamwire.
- Ability to handle multiple assignments and to manage many partners across the DACH region in parallel.
- You are reliable, show strong initiative and work independently.
- You are a team player with a positive attitude and have strong communication skills.
- You are used to 50-60% business travel.
- You are fluent in German and English (spoken and written).
- Ideally you have a university degree in business administration or a similar course.

What We Offer:

- A young, nice and motivated team
- An entrepreneurial organization with no hierarchies
- A workplace where you can constantly learn and personally grow
- Agile, lean and customer-focussed workflows
- Working with smart people in an international environment

- Start-up feeling with creative freedom and personal responsibility
- A position with potential to develop into a management role

Location:

Düsseldorf or potentially Home Office

About Teamwire:

Teamwire is a fast, easy to use and secure enterprise messaging app. Currently there is a transition away from email towards messaging apps, and Teamwire offers the perfect solution for enterprises. Teamwire improves the internal communication with colleagues and teams, and increases the productivity of businesses and large corporations. Users can send 1:1 and group messages, post status updates, exchange video and voice messages, and share calendar dates, files and much more. Teamwire fully complies with strong German and European data protection needs and is a completely encrypted solution. The service can be easily managed for the whole organization and ensures company-wide compliance. Teamwire is available as a private cloud or an on-premise solution. More information: www.teamwire.eu

Please contact us at info@teamwire.eu if you want to find out more about an exciting opportunity in our fast-growing start-up. We are looking forward to hearing from you!