

Wanted: IT/AV Channel Managers

Written by Bob Snyder
28 January 2011

If you're qualified as an IT/AV channel Manager, our client is looking to fill three separate openings in

nelux, France

and

Germany.

Be

--Your job would be **to establish the brand and drive growth** across the defined Region.

--Your experience would prove you can strategically lead and deliver the development of a IT/AV channel in the assigned sales region-- delivering superior account management, realizing business development opportunities, and maximising specific financial, product and productivity goals.

--You may also be required to take on strategic sales focus projects as directed by the Business Manager EMEA.

Essential

1. Proven track-record of success in both sales and channel development.
2. Local market knowledge.
3. Excellent relationship management and communication skills, both written and verbal. Able to relate to people at all levels and to groups of all sizes.
4. Good business knowledge and acumen.
5. Tenacious, creative, able to prioritise.
6. Good interpersonal skills, able to work as part of a team but especially able to work proactively and on own initiative.
7. Strong level of IT literacy.

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How the eSP Job Board Works

If you would like to know more about these jobs, please email ARCADIAIT@gmail.com

We protect the employer's confidentiality by posting these jobs. Your **letter of interest** (with or without your CV) will be passed on to the prospective employer but please address the qualifications required. The employer may respond and request a CV before entering a discussion. All replies are held in strictest confidence by us and the employer. You may not know from us the name of the employer but in your letter you can indicate any companies you may wish not to apply to (for example, your current employer).

Every employer is checked out by us: if the Employer is a Start-Up, for example, that would be duly noted in the Job Listing. We specialize in cross-border jobs for commercial managers (sales, marketing, channel managers, business development) in AV, IT, Communications, Digital Signage, Video Security, Video Conferencing and Broadcasting.

These jobs are also posted in our eSP LINKED IN group for AV commercial managers. Join us on LINKED IN....