

Sales Specialist - Lucky

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Company: Tanqeeb

Location: Manama

Category: other-general

Job Objectives

Manage re-sellers and channel partners to achieve targets and identify and acquire new channel partners/resellers. Act as a primary touch point for all communication with resellers and channel partners.

Responsibilities

Strategic

Provide support in the development of the channel strategy, based on the overall company strategy, performance of existing channel partners and new market opportunities • Set targets for all the channel partners based on annual business plan and existing performance of channel partners • Track performance against the channel strategy and achievement of targets

Operational • Monitor identification of potential channel partners/ distributors and conduct initial meetings to understand partner requirements. Prepare proposals, present them to

potential partners and seek approvals for agreements • Facilitate and provide support in securing approvals for relevant activities including SIM activation, POS devices, stock, marketing material and IT implementation support. • Evaluate channel partner performance. Recommend, implement and monitor action plans for performance improvement • Prepare stock forecasts basis business plan, feedback from distributor and channel partners, business performance analysis & special developments • Monitor relevant internal business processes and recommend actions to improve performance

People Take ownership for attending the trainings as per the plan • Take ownership for completing PMR process, employee engagement surveys in time • Continuously share the knowledge and understanding of the telecom industry and business trends

Skills

Skills

Profile 1

Bachelors' degree in Business Studies, sales or other relevant fields

2-4 years' sales experience within hi-tech industries such as communications or computing. • >2 years' experience in Distribution or indirect channels. • Experience in developing Business cases, Project Management

Profile 2 • Bachelors' degree in Technology or related fields

2-4 years' sales operations experience within hi-tech industries such as communications or computing.

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