

Channel Sales Manager at Brites Management

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

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Brites Management Services Limited is one of the best leading Recruitment and HR consultancy companies in Nairobi, Kenya. We are registered and incorporated under Companies Act (Cap.) and we provide a complete range of HR Solutions. Our sole focus is to simplify the complexities of the HR department and help companies concentrate on the core business as we handle HR tasks more efficiently and accurately. We have diverse staff of seasoned professionals who are passionate about value addition to our clients. We deliver our services in a professional manner offering expertise support that amplifies a company's potential by having a systematic process to not only offer the best talents but also other performance monitoring services. Over the years, we have acted as a preferred and the best Recruitment and HR Consultancy Company in Kenya, Africa, Middle East and handling assignments from all corners of the world. With our vast experience and in depth understanding of international recruitment procedures, we have proved ourselves in providing end to end HR solutions which bridges the gap between the employer and the employee, bringing them together. We are a one stop shop for all HR Solutions in Nairobi, Kenya; ranging from Recruitment and Head hunting, Labour outsourcing, Payroll Management, Staff Training and Team building, Performance Management, Developing Employee handbooks and manuals, we also conduct salary surveys and offer marketing services. Our services help organizations to implement effective processes to ensure organizational goals and objectives are achieved with ease and speed.

We strive to provide you with unrivaled quality services to increase the effectiveness of your operations. So if looking for the best Recruitment and HR Consultancy company in Nairobi, Kenya; Look no further and get us working.

DUTIES AND RESPONSIBILITIES

Identify, recruit and bring on-board new channel partners within assigned scope.

Conduct regular business review and planning meetings with top and emerging Dealers in assigned region

Develop and maintain the market agents

Develop a vibrant Sales team for the brand

Implement the channel sale policy, and formulate promotion plan

Enlarge channel sales market and achieve expected sales targets

Address partner related issues, sales conflicts and pricing issues in a timely manner

Serve as internal channel advocate to ensure partner and customer satisfaction

Analyze market trends and accordingly develop sales plans to increase brand awareness.

Develop positive working relationship with partners to build business

Communicate up-to-date information about new products and enhancements to partners

Analyze the information of dealers and market, and forecast the market trends

Statistical analysis of agent delivery volume data, sales volume data (weekly, monthly), performance evaluation

of agents, recycling receipts and original documents

Deliver customer presentations and attend sales meetings and partner conferences

Participation in industry events such as trade shows and seminars

Assist in partner marketing activities such as tradeshows, campaigns and other promotional active

KEY REQUIREMENTS AND SKILLS

University Degree in a related discipline is required

Should have a minimum experience of 5 years and above of channel sales or related work experience from a fast faced organization preferably a media company.

Should have a proven track record and experience in leading a sales team

Have great network in the industry and able to seek and forge partnerships for the company

Working knowledge of all the television data

A good understanding of a multi-channel environment

A good understanding the digital migration concept

Working knowledge of Microsoft office and all relevant marketing software

Creative and innovative and always ready to try new ideas

Great ambition in earning more money from commission.

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