

Relationship Development Manager – Cloud Services

Overall Responsibility:

Recruit, Educate and energize partners to help them grow and find success with their products and services. Act as a true and trusted local resource for all things digital by solidifying long-term relationships and ensuring profitability..

Have or develop current understanding of the IT Channel structure in ANZ, along with developing a broad understanding of technologies in the workplace across telecommunications and infrastructure

Key Areas of Responsibility:

Recruiting

- Build and enhance relationships with Suppliers at both a Channel and End User Sales level
- Identify and recruit Partners to represent Supplier technologies to the marketplace

Activating and Growing

- Meet with partners regularly to assess needs and encourage ongoing production
- Develop relationships across the Partner business, from owner to frontline Sales
- Identify growth opportunities within the Partner customer base
- Host local events with Suppliers

Qualifications:

- Must be a connector and thrive on meeting new people and networking
- Must be a competitive personality, motivated by achievement and winning
- IT Channel experience desired but not essential
- Effective communicator via all forms of digital communication
- Effective listener
- Maintain a role of ethics and honesty
- Required Supplier Training courses within 90 days of start date