

EMEA PARTNER CHANNEL MANAGER

JOB # LUK09001

(Europe, Middle East & Asia)

Location: London, United Kingdom

Overview:

The primary role of this position is to manage and grow Global Software Inc.'s International channel partners division primarily in Europe as well as the Middle East and Asia to propagate the usage of our suite of Microsoft® Excel-based automation tools. This key role affords the experienced channel development professional unlimited opportunity. Expert relationship building, seasoned channel account management, and creative marketing skills are key to this strategic position for our company. This is an excellent opportunity for that successful Channel Sales professional looking to expand their opportunities and become a major contributor on an international level.

Requirements and Experience:

- Demonstrated experience in building and creating a channel within the software industry
- Proven history of managing, motivating and growing channel partners
- Track record of success in reaching and exceeding quotas while developing repeat business
- Proven history of developing and maintaining solid business relationships
- High level of experience with ERP systems (i.e. SAP®, ORACLE®, JD EDWARDS®, etc.)
- Strong knowledge and experience within the accounting industry helpful
- Ability to analyze complex customer requirements, coordinate and deliver detailed product presentations culminating in the close of new business
- Ability to excel and thrive in a fast-paced professional environment
- Capable of encouraging, growing and managing others
- Superior oral and written communication skills
- Enthusiastic, flexible and self-motivated attitude
- 4 year college degree or equivalent

Requirements and Experience:

- Business Intelligence or Analytics tools
- SAP®/ORACLE® Partner Channel Experience
- Multi-lingual

APPLY NOW: *To apply for this position please send your resume to recruit@qlbsoft.com*



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