

Manager/Director, NA Channel Development

JOB# RNC09003

Location: Raleigh, North Carolina, USA

Overview:

The primary role of the Director, North American Channel Development is to develop, manage and grow Global's channel partner relationships division in support of our suite of Microsoft® Excel-based business automation tools. This key role affords the experienced channel development professional unlimited opportunity. Expert relationship building, seasoned channel account development and management, creative marketing and sales skills are vital to this important position for our company. This is an excellent opportunity for that successful Channel Sales professional looking to make an immediate impact and contribution to a vastly growing channel partner environment.

Requirements and Experience:

- Demonstrated experience in building and developing a channel within the software industry
- Proven history of managing, motivating and growing channel partners
- Track record of success in reaching and exceeding sales 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®, PEOPLESOFT®, LAWSON®, Infor®, SAGE®, etc.)
- Strong knowledge and experience within the accounting industry, business intelligence and analytics tools 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

APPLY NOW: To apply for this position, please send resume and pertinent correspondence to recruit@qlbsoft.com.

