



https://intscanada.com/job/channel-manager-residential-strategic-partnership/

# Channel Manager - Residential Strategic Partnership

**Hiring organization**  
INTS Consulting

## Description

**Date posted**  
2023-07-31

## Benefits

Pulled from the full job description

- Paid time off

## Channel Manager-Residential Strategic Partnership

### Join our team!

We are looking for a multi-talented Channel Manager to join a transformational Strategic Partnerships sales team.

The successful candidate will be responsible to drive profitable growth by targeting, prioritizing and growing sales opportunities within the MDU market segment. You will be responsible for developing business relationships, account sales strategies, and execution of that strategy through your extended team members to some of Canada's top property management companies and building owners.

Working within a team focused on creating a culture of business ownership, you will be empowered to make decisions, drive strategy and leverage the supporting team to hit aggressive targets.

### Here's the impact you'll make and what we'll accomplish together!

- Own and be responsible for aggressive sales and retention targets
- Drive net new revenue generating unit (RGU) growth by fostering existing relationships and hunting new ones
- Implement strategies and create effective account planning to drive results that align with sales targets
- Support other sales team members with advice/guidance for smaller accounts
- Develop new business primarily through prospecting
- Establish trusted relationships with key decision makers, influencers and

business leaders within your account(s)

- Engage key customer stakeholders and extended our team to develop and update account plan(s) and actions
- Actively represent our client and participate with industry associations
- Prepare professional proposals targeted to the key decision-makers in the customer's terminology, that clearly communicate our client's solution and value
- Initiate post-sales activities to ensure services sold are providing ongoing customer benefits
- Develop business cases for capital projects and revenue discussions

**Here's how...**

- Collaborate with our clients internal team members and external partners to develop solutions that drive new revenue growth
- Partner with leaders in the MDU community to promote our clients products, services and values across the industry
- Leverage existing relationships and create new ones to achieve aggressive 2023 growth targets
- Lead by example and support junior sales staff as needed
- Coordinate events and forums where we can promote/sell our clients products/services
- Feed into current and future corporate/marketing strategy

**You're the missing piece of the puzzle...**

- Proven ability to create corporate relationships between our client and our customers that are characterized by mutual trust and respect for the Value Proposition; ability to build and develop relationship is highly important
- Demonstrated knowledge and ability to use strategic solution selling tool set effectively
- Demonstrated ability to identify and articulate financially sound solutions to customer's business problems through understanding the technologies, products, services, and resources
- Proven ability to consistently gain the customer's acceptance, financial commitment, and support for our clients solutions
- Proven ability to obtain and apply competitive information to differentiate our clients products and services from the competition
- Demonstrated ability to focus attention on critical goals and results and be held accountable for achieving them
- Ability to demonstrate leadership skills within a team environment, take control of situations when appropriate and achieve results, takes initiatives in representing issues and potential solutions to management
- Ability to comprehend problems, arrive at solutions and communicate those effectively to stakeholders
- Excellent oral communication and presentation skills
- Ability to prepare sales forecasts and customer account plans
- Ability and desire to complete ongoing training to be successful in solution selling
- Proven 3-5 years' minimum experience in face to face sales
- **Must have a valid drivers license and vehicle**

**Great-to-have's...**

- University degree
- Experience within MDU industry (property management, strata, etc.)

Job Type: Full-time

Salary: \$70,000.00-\$80,000.00 per year

Benefits:

- Paid time off

Schedule:

- 8 hour shift
- Monday to Friday

Work Location: In person