

Channel Sales Manager - ECM Software

£40K – £50K OTE

SoftDesign Services is an established Enterprise Content Management solutions provider, selling best of breed award winning products and has an exciting opportunity for an experienced and energetic Channel Sales/Account Manager.

Working in a dynamic team, in a cutting edge technology environment, the Channel Manager will be responsible for increasing sales revenues through managing the existing Channel Partners and recruiting new Partners nationwide. You will generate and follow up new business leads, attend partner and end user meetings, close deals and set and manage partner strategies including training and marketing.

Channel Account Manager requirements:

- An experienced, highly motivated software sales executive with strong channel sales experience in a new business and account management capacity
- Proven ability to generate new Partner opportunities and provide ongoing account management
- Demonstrable success in meeting targets, proven high achiever
- Excellent communicator, driven and tenacious

Start date: ASAP

Duration: Permanent

Salary: £25K to 35K base + £15k OTE

Location: London

The successful candidate will be joining the company at a time of growth and development, providing superb career prospects and the earning potential to match.

Interested or have any questions? Then send questions or a CV to:

Recruitment@softdesign-services.com