

ConectUS Wireless

<https://www.conectus.com/job/channel-sales-representative/>

Channel Sales Representative

Description

ConectUS Wireless is currently seeking a **Channel Partner Representative** responsible for cultivating and maintaining relationships among business partners while also developing strategies to increase overall Verizon sales.

This position will have a variety of responsibilities including developing and maintaining business relationships and designing policies that allow partnerships to thrive; identifying partner sales opportunities; strengthening existing relationships and collaborations; building professional networks; developing and executing business plans for strategic growth; managing forecasts and sales funnels on a daily basis; and possibly attending meetings and events to serve as a representative of ConectUS.

The CPR should be a strategic thinker with a positive outlook, and expert communication skills. Organizational skills and the ability to thrive in a fast-paced environment are also beneficial.

The CPR will represent ConectUS Wireless and Verizon Wireless with responsibilities to provide our partners' support in order to generate Verizon sales including 5G/4G Business Internet, Above-The-Network, and traditional wireless activities. The CPR will engage with all of ConectUS Verizon partners and their sales teams in prospecting, qualifying, and identifying sound business prospects as well as assisting in closing sales when needed.

The CPR will be responsible for managing a detailed sale forecast as well as an accurate 30/60/90-day sales funnel. These will need to be maintained daily

Responsibilities

Scope of Responsibilities:

- Must be highly motivated and able to function independently as well as within a cross-functional account team.
- Manage relationships with partners and vendors to build sales.
- Champion and manage new projects to create stronger partnerships.
- Liaise with partners to solve issues, communicate needs and create synergy.
- Analyze and report on detailed sales funnel and forecasts for VZW business.
- Excellent interpersonal, presentation, communication, and organizational skills are required.
- The CPR will be the main point of contact for all partners and will request assistants from others within ConectUS or Verizon as needed.
- Weekly sales calls and emails to all Verizon partners.
- Maintain a dossier on each dealer including; their key business verticals, number of reps in the field selling Verizon, coming events, new employees and training, and geographic areas that they sell within

Qualifications

Qualification:

- Must have Channel Sales experience, within the wireless industry a huge

Hiring organization

ConectUS Wireless

Employment Type

Full-time

Industry

Telecommunication

Job Location

Remote work from: USA

Date posted

September 27, 2021

plus.

- Comfortable training and speaking to large groups in person and/or via webinars.
- High knowledge of CRM's
- Previous OMNI/B360 Verizon experience is a huge plus.

Job Benefits

Some of the Benefits:

- Earned Vacation
- 401K
- Medical/Dental