



JOB SPECIFICATION

# Channel **Manager**

Fraxion Spend Management



## About us

Fraxion offers an innovative cloud solution for spend management and efficiency, trusted by thousands of brands worldwide and top rated by Gartner, Fraxion actively manages over \$10 billion of spend across the globe at over 1,000 customers and more than 200,000 active users. Using Fraxion, businesses can spend smarter and streamline the procurement process for better business outcomes.

### Job Title: Channel Manager

Responsible for growing product sales, maintaining and expanding relationships with channel partners, contributing to the development of sales and marketing programs, and providing leadership for customer service.

**Date:** November 2020

**Region:** Seattle, Washington

**Closing date for application:** TBD

### Broad outline of duties:

- Establish productive, professional relationships with key personnel in partner accounts
- Make regular calls and contacts with partners and mutual new client prospects
- Travel for tradeshow and channel site visits
- Train sales staff and improve sales processes and procedures
- Develop account plans and strategies to achieve goals and quota objectives
- Manage lead sources
- Manage and develop the reseller channel
- Analyse and document client requirements for handoff to project management
- Communicate the specific value proposition of Fraxion with partners to potential clients
- Use company pre-sales resources to close new business
- Help with contracts and closing process
- Maintain up-to-date customer relationship management database
- Attend business networking events
- Conduct web-based product demonstrations
- Be an expert and evangelist of Fraxion web-based purchasing software
- Provide leadership and contribute to the growth of the company

### Education, training and experience requirements:

<b>Computer skills</b>	MS Office, advanced excel skills
<b>Level of formal professional education or training</b>	Bachelor's degree

<b>Level of experience in job advertised</b>	<p>5+ years inside sales software experience.</p> <p>5+ years' experience working within an ERP channel and a good understanding of selling into an ERP channel.</p> <p>Experience calling into Fortune1000 accounts at CXO level.</p> <p>Proven track record with new account and/or partnership development.</p> <p>Working knowledge of HubSpot or a similar CRM system.</p>
--	---

**Other requirements (select applicable ones and add where necessary):**

<b>Motivation</b>	S/he is to a large degree required to control performance. S/he must be self-motivated be driven to set definite goals which s/he'll take appropriate steps to achieve.
<b>Initiative</b>	S/he must have the ability to use initiative to ensure customer satisfaction and retention.
<b>Interpersonal relations</b>	S/he must be able to associate with others and to appreciate/understand their views, needs and ideas.
<b>Assertiveness</b>	S/he must be able to stand firm regarding company policies, procedures and practices.
<b>Coping skills</b>	S/he must be able to cope with day-to-day problems and must be able to work under pressure.
<b>Communication/Impact</b>	S/he must always be able to communicate professionally and project a positive corporate image.
<b>Travel</b>	Less than 20% travel is expected

**Other competencies:**

<b>Initiating action</b>	Taking prompt action to accomplish objectives; taking action to achieve goals beyond what is required; being pro-active
<b>Quality orientation</b>	Accomplishing tasks by considering all areas involved and showing concerns for all aspects of the job.
<b>Work standards</b>	Setting high standards of performance for self and others, assuming responsibility and accountability for successfully completing assignments or tasks.
<b>Follow up</b>	Ensuring that initiatives and suggestions gain sign-off and are then followed though to fruition by coordinating the necessary resources and driving these to completion.
<b>Managing work</b>	Effectively managing one's time and resources to ensure that work is completed efficiently.

<b>Adaptability</b>	Maintaining effectiveness when experiencing major changes in work tasks or the work environment, adjusting effectively within new work structures, processes, requirements or cultures.
<b>Customer focus</b>	Making customers and their needs a primary focus of one's actions, developing and sustaining productive customer relationships.
<b>Product knowledge</b>	In-depth knowledge of the company's Product and Service offerings.

Please forward all resumes to [careers@fraxion.biz](mailto:careers@fraxion.biz)

Should you not hear back from us in 2 weeks, please consider your application unsuccessful.