

## Channel Partner Manager, Hong Kong

- Sales and Customer Relationship Management
- Based in Hong Kong

- Competitive Annual Cash Compensation + Bonus + Benefits

**ERLMS Limited is a professional management consulting firm specialising in providing Organisational & Human Resource Management Consulting, IT System Development & Solution and Executive Search services to companies worldwide.**

**Our client, one of the world's leading and reputable technology companies with major presence in Asia Pacific, is seeking a Channel Partner Manager to achieve and/or exceed the yearly sales targets and profitability of the organisation's business (DPG Channel & Solutions (cooling, power, TVSS, monitoring)) in Hong Kong.**

### **Reporting to the Channel Sales & Operations Manager, your primary responsibilities include:**

- Work closely with Channel Business Partners to achieve yearly sales and profitability of the organisation.
- Maintain long-term customer and business partner relationships with Channel Partners, including negotiating for a win-win solution with Channel Partners and customers.
- Act as the business partner to selected Channel Partners in Hong Kong; ensuring continuous development of these business partnerships.
- Manage, monitor and control all marketing activities of designated Channel Partners; ensuring that Channel Partners are fully oriented with all sales and marketing activities of the organisation and that these activities are efficiently and effectively implemented.
- Accountable for the development, market growth and relationship management of Channel Partner sales for the organisation's Business-Critical Continuity Solutions.
- Take responsibility for Channel Partner sales and related activities and ensure development of sales within this segment in Hong Kong.
- Work closely with Channel Partners to ensure that the organisation is the customers' preferred choice and the trusted business partner by delivering quality products, systems and services on time to the customers.
- Ensure continuous development of Channel Partner sales business in Hong Kong through implementing sound marketing activities and providing sound training programmes to Channel Partners.
- Focus on meeting the Channel Partners' needs and maintaining close and long-term business relationships with Channel Partners.
- Investigate and develop new business opportunities in Hong Kong; assess market studies, analyse needs of Channel Partners and customers, identify potential customers and new business opportunities of customers and work closely with Channel Partners to negotiate and ensure satisfactory business deals between the organisation and the customers.
- Fully responsible for specific allocated sales activities from identifying business opportunity to ensuring receipt of payment from customers.
- Plan, develop, organise and lead sales and marketing activities in Hong Kong, including overall responsibility in planning, making decisions for marketing strategies, budget forecasting, and financial and technical negotiations.
- Arrange and lead tender preparations, customer presentations, meetings and seminars.
- Analyse Channel Partner inquiries, prepare quotation and provide feedback on product information to Channel Partners.
- Drive Channel Partner sales activities by providing direct support to end users; from initial sales engagement to developing relationship and closing business opportunities with customers.
- Act as the primary point of contact for all Channel Partners' enquiries, and support and deliver solutions to Channel Partners through demonstrating strong product and industry knowledge.
- Achieve sales and order booking for dedicated Channel Partner accounts, ensuring consistent and low operating cost is applied and as agreed in the budgets.
- Analyse market situation, product development and pricing concerning competitors within dedicated Channel Partner accounts and prepare monthly business reports.
- Authorise submission of commercial proposals and negotiate commercial contracts with Channel Partners to an agreed value designated by the management.

### **KEY SKILL AND ATTRIBUTE REQUIREMENTS**

- Good knowledge of multimedia tools and applications
- Excellent technical aptitude, and / or product and industry knowledge.
- Proficient in strategic marketing, research, market analysis and sales management skills.
- Excellent interpersonal skills both externally with customers and internally within the company.
- Positive, self-motivated and aggressive individual who can work independently and contribute successfully within a team.
- High degree of competency in professional skills including negotiation, presentation, and relationship management skills.
- Proactive, good attitude and passionate to win with excellent interpersonal skills.
- Result oriented, creative, innovative and analytical, and possess a strong commitment to excellence.

- Fluent in both written and spoken English and Chinese.

#### **WORK EXPERIENCE AND QUALIFICATION**

- University or College Degree.
- Minimum 5 years' experience within the electrical and mechanical and/or telecommunication fields.
- Preferred 3 years experience in Partner Sales and Marketing field.
- Solid experience with high profile customers within the Hong Kong market.
- Computer literacy; competent in Microsoft Office or similar software.

**This is an exceptional opportunity to be part of a fast growing multi-national organisation with significant presence in the Asia Pacific region.**

**The Hiring Company would like to have someone on board as soon as possible. Interested candidates, please send in your application immediately. Please specify the position that you are applying for in your email to us.**

**To apply, please email your detailed resume to ERLMS Limited on [jane.foong@erlms.com](mailto:jane.foong@erlms.com). Please also indicate in the resume your current and expected salary packages, a must please.**



All information collected is solely for recruitment purpose and will be treated in the strictest confidence.