

Director – IT Channels, Asia

- **Leadership and Channel Relationship Management**
- **Based in Kuala Lumpur or Singapore**

- **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 Director – IT Channels, Asia to oversee and lead the enabling business Channels team in Asia.

Reporting to the Director - Channel Biz and Market Development, your primary responsibilities include:

- Lead the Asia Channels team responsible for enabling business through IT Distributors, Network Solution Providers (Managed System Integrators/Technology Resellers) and select strategic Partners for the company.
- Responsible for all sales and business development programmes related to IT Channels in Asia. (Asia Pacific without China and India).
- Responsible for business development of Solutions for Network Closets and Small Medium Data Centers through the IT Channels.
- Managed Technology Resellers (NSP – Network Solution Partners):
 - Evaluate and drive the Growth Plans for the current engaged NSPs; active and potential plans.
 - Direct and support the recruitment of suitable NSPs for each Market Unit within Asia.
 - Own the company's Partner Programme development and ensure Disciplined Execution of all programme elements.
 - Assess and drive the Training & Certification Programmes for NSP partners and their sales/pre-sales teams.
 - Business development related to Optimise IT Solutions Platform (to and through the NSPs).
 - Engage the NSPs organisations through dedicated/shared Channel Managers and Country Sales Leaders.
 - Enable structured business planning, review, networking and priority attention given to the Network Solution Partners.
 - Develop and communicate the company's Business and Solutions level and Value Proposition to NSP teams.
 - Marketing to and through NSPs to IT Decision makers.
- Manage and grow the 'Distributed Channels' Business:
 - Drive monthly and quarterly business plans with distributors; achievements against plans.
 - Run rate Enablement Programs to enable sales out and grow active resellers.
 - Map and motivate the high potential Project Resellers and Volume Resellers to enable sales out.
 - Drive programmes to increase participation in the transaction products via the Small and Micro UPS Products, Rack Solutions, Rack Monitoring and similar products.
- Implement and improve business processes and take initiatives to make things easy for channels to do business with the company.

WORK EXPERIENCE AND QUALIFICATION

- Successful sales and Channel Management track record.
- 10 - 12 + years experience, preferably in IT and related Industry, at least 3 years of that as an accomplished business leader (within Asia).
- Ability to strategise, plan and execute program for results by working with people in a multicultural environment.
- Excellent presentation, communication and interpersonal skills.
- Problem solver; good at conflict management.
- Strong influencing and negotiations behaviours.
- Excellent business ethics and integrity.
- 'Can do' attitude and Sense of urgency.
- Focuses on operational details and accuracy whilst being able to see the big picture and initiate actions to tap market opportunities.

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.

To apply, please email your detailed resume to ERLMS Limited on executivesearch@erlms.com. Please also indicate in the resume your current and expected salary packages, a must please.

ERLMS Limited
Management Consulting & Services

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