



Channel Sales Manager - Ingenico Thailand

Global Operation

Job Information

Hiring Company

Ingenico

Job ID

1515253

Industry

Other (Banking and Financial Services)

Company Type

International Company

Job Type

Permanent Full-time

Location

Thailand, Bangkok

Salary

8 million yen ~ 11 million yen

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Hourly Rate

1831100 to 2600000 Thai Bhat

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General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

None

Other Language

Thai - Native

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

About the Company - Ingenico (Thailand) Co., Ltd., located on the 19th floor of Sukhumvit 21 (Asoke) Road in Bangkok, is

Ingenico (Singapore) Pte Ltd, located on the 14th floor of Centennial 21 (North), Road in Singapore, is a leading provider of secure payment solutions, offering a comprehensive range of payment terminals, software solutions, and services to businesses of all sizes. Its footprint gives scale to projects and talents. Innovation is part of our DNA, and our diverse community of experts keep anticipating the evolution of commerce worldwide. We provide merchants with a comprehensive and innovative range of services and solutions that eliminate payment complexity and make purchasing quick, seamless and secure for consumers, whatever the sales channel or payment method.

JOB PURPOSE/MISSION:

The objective of this role is to lead business development initiatives to recruit new channel partners. The Channel Sales Manager oversees identifying, qualifying and recruiting new partners. He/she maintains and expands relationships with assigned channel partners and is responsible for achieving partner recruitment, sales, and profitability objectives. The Channel Sales Manager is responsible for sales enablement of the recruited partners and supporting the partners to achieve stated sales targets in line with the Ingenico strategy.

In this role, the Channel Sales Manager should be a strong contributor to Ingenico shift to a service- and software-driven strategy, thinking with an entrepreneurial spirit to identify target partners and execute against new sources of revenue, both through channel development and value chain extension, detecting and creating opportunities that create penetration into new markets.

The Channel Sales Manager shall understand the market, identify the opportunities, and define the appropriate solution offering and go-to-market strategy. The scope of customer solutions covers the entire Ingenico range of product, software and services. The role requires business and technical understanding of solutions and working closely with marketing and solutions teams to deliver winning solutions. This role requires a confident and professional self-starter with strong negotiation and persuasion skills, comfortable interfacing with senior level leadership, and with an ability to drive business opportunities and achieve sales targets in business-to-business environments.

KEY RESPONSIBILITIES:

Channel development strategy

- Focus on enhancing relationships with customers and channel partners, to promote the adoption and sale of Ingenico's products and solutions
- Review addressable markets and Ingenico value proposition and define Channel sales priorities based on market conditions, solution readiness, and business value
- Map players, ecosystem, and existing relationships
- Formulate and drive the business development strategy and go-to-market principles to develop the channels in cooperation with the local sales teams
- Work with the product, sales and marketing teams to help guide product and solution offerings that are fit to develop with the target channel partners
- Analyse and set pricing guidelines to meet revenue and profitability goals

Partner recruitment

- Screen potential business partners by analysing their market strategies, needs, goals and potential
- Identify key targets in the primary markets (verticals, countries) focusing on the key growth opportunities
- Engage with prospective partners to create opportunities and understand decision-making processes
- Build alliance business cases (partner value, incremental revenue, and resource requirements)
- Qualify and secure business opportunities, manage full sales cycle up to closing
- Prepare proposals to target partners that are quantifiable, defensible and focus on value proposition
- Review and approve direct partnership requests coming through the Group Partner portal or campaigns

Partner management

- Build, maintain, and manage long-term professional relationships with current and prospective partners
- Proactively lead a joint partner planning process that develops mutual performance objectives
- Work with partners to develop sale proposals, quotations, and pricings for the end-users
- Ensure partners are continuously kept fully abreast of Ingenico capabilities and offerings
- Assess, clarify, and validate partner needs on an ongoing basis, work with partners to develop solutions that answer their business needs and can help grow overall Ingenico business pipeline
- Coordinate the involvement of relevant Ingenico teams, including support, service, and management resources, in order to meet partner expectations and performance objectives
- Drive adoption of B&A Channel Partner programs and agreements
- Manage potential channel conflicts (direct/indirect or between partners) by fostering excellent communication internally and externally, and through strict adherence to channel rules of engagement
- Evaluate partner performance and recommend improvements to optimize partner management activities
- Address partner related issues, sales conflicts and pricing issues in a timely manner.

Working with the organization

- Maintain continuous interactions with region Marketing and Sales teams to ensure converged sales strategy
- Provide monthly reporting and forecasts on opportunities and pipeline, ensure accuracy of Salesforce data relating to all partners and opportunities
- Support the Southeast Asia Sales teams as required in the end-to-end sales process of Ingenico's future Payments Platforms as a Service solutions

Other

- Maintain extensive knowledge of current market conditions (industry trends, market drivers, competition, innovation) and share relevant market data with APAC teams
- Deliver effective presentations and business reviews to management as required

- Ensure compliance with Ingenico values, policies and standards, and with all local statutory requirements.
 - Assist in partner marketing activities such as tradeshow, campaigns and other promotional activities.
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Required Skills

Key Performance Objectives/Indicators:

- Partner recruitment
- Revenue and profitability targets to/through Partners
- Annual strategic objectives
- Partner development targets
- Sales excellence (partner account plans as per Ingenico standards, Salesforce accuracy)

SKILLS/COMPETENCY SPECIFICATION

Competency/Skill requirements:

- Experience selling IT/technology services and solutions with a good understanding of the payment industry
- Strong sales and marketing experience with proven aptitude in commercial negotiation and closing at all levels of management, including in multi-country business organisations
- Experience building and cultivating relationships with strategic external partners
- Proactive and creative approach to sourcing new clients
- Ability to communicate effectively with clients to identify needs and propose solutions both from a technical and business stand point, translating technical language to non-technical audiences
- Experience developing a pipeline and working it to increase win/loss ratios and closure rates
- Business insight and strategic vision, with an ability to understand, analyse and manage complex subjects
- Ability to develop client pitch decks and proposals from scratch and communicate compelling messages

Behaviour skills:

- Self-starter able to manage priorities and work with a high degree of autonomy in a matrix organization
- Strong ability to coordinate effectively with people (internal/external) across geographically diverse cultures
- Excellent client facing skills and able to be credible to the key client contacts and decision makers
- Great ability to lead and execute project plans
- A strong team player and contributor to the success of the team

Languages :

- Excellent communication and presentation skills (both written and oral) in English are required. Other regional languages are a plus.

Education qualifications / Experience requirements :

10+-yr experience in sales and marketing in technology/services environments

Company Description