



リテールソリューションの代理店セールス / Channel Account Manager

業界トップシェアを誇るグローバル企業！ Sensormatic solutions

#### 募集職種

#### 採用企業名

ジョンソンコントロールズ株式会社

#### 求人ID

1295503

#### 部署名

Sensormatic Solutions

#### 業種

その他

#### 会社の種類

外資系企業

#### 雇用形態

正社員

#### 勤務地

東京都 23区, 渋谷区

#### 最寄駅

京王線、 笹塚駅

#### 給与

1000万円 ~ 1500万円

#### ボーナス

固定給+ボーナス

#### 勤務時間

8:45-17:30 (休憩60分)

#### 休日・休暇

完全週休2日制(土日)、祝日、年末年始休暇、年次有給休暇、有給消化後特別休暇、慶弔休暇、産前産後休暇、育児休業・介護休業

#### 更新日

2024年10月08日 03:00

#### 応募必要条件

#### 職務経験

10年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル (英語使用比率: 50%程度)

#### 日本語レベル

流暢

#### 最終学歴

高等学校卒

#### 現在のビザ

日本での就労許可が必要です

## 募集要項

### Channel Account Manager, Sensormatic Japan\*

\* Sensormatic Solutions (former Tyco Retail Solutions)

<https://www.sensormatic.com/>

\*ジョンソンコントロールズ(株)で採用し、Tyco International Japan 合同会社へ出向となります。

**Report to:** Report to Japan Territory Leader who double as Regional Channel Leader  
(Based in Singapore / non-Japanese speaker)

#### Job Description:

As a Channel Account Manager for Sensormatic Solutions you will be responsible for driving sales and revenue growth within an assigned territory of targeted Channel Partners.

The Channel Account Manager, reporting directly to the either the Country Manager, Sensormatic Solutions and dotted line to the Regional Channel Leader or the Regional Channel Leader and dotted line to the Country Manager, Sensormatic Solutions, is responsible for building out the Indirect Channel and taking total ownership and accountability of reseller channel pipeline, forecast and sales targets. The focus is on developing and directing the strategy, plans and all aspects of our organization's indirect channel including implementing policies, objectives, and initiatives.

This role is responsible for recruiting, enabling, and developing Channel Partners and implementing sales strategies to create interest, demand, and product recognition to maximize revenue while meeting/exceeding sales goals. She/he will represent the company in all activities associated with reseller channel and alliance activities. You will be responsible for researching markets, identifying and approaching prospective partners, developing relationships, establishing partner agreements and assuring the successful launch of new sales territories in partnership with the regional sales leadership and indirect/direct sales teams.

In addition, ensure the product is demand driven, the Channel Account Manager works with local and global Marketing, Legal, Product and Solutions Teams, Product Marketing and Management to deliver the right mix of features, positioning and price are all channel ready and consistent with the go to market field and corporate direction. In all cases the Channel Account Manager and Regional Channel Leader take direction from Global Channel Leadership with regard to legal compliance and channel program development.

#### Responsibilities:

- Recruits, Builds, optimize, and maintain the channel partner community and go-to-market program(s) to maximize profitability and market reach.
- Implements core channel programs, tools, plans, incentives to produce positive channel results, minimize channel conflict, deliver channel value, enable growth within the channel eco-system and contain channel costs worldwide.
- Jointly sets financial target(s) for profitable sales volume and strategic objectives in partner accounts together with the Regional Channel Leader and local Retail direct leadership.
- Proactively leads a joint partner planning process that develops mutual performance objectives, financial targets and critical milestones associated with a productive partner relationship.
- Align with field operations team(s) to create and roll out competitive systems/processes to support a positive partner experience and results worldwide.
- Jointly analyze with marketing and the regions, relevant competitive channel programs in our market. Exploit data to train sales, product, and support teams on how to address competitor's channel strategies.
- Jointly lead all channel solutions development and enablement efforts to best address end-user needs by coordinating the involvement of all necessary company and partner personnel.
- Drives adoption of company programs within the targeted partner eco-system while ensuring partner compliance with partner agreements.
- Manages potential channel conflict with other company sales channels by fostering excellent communication internally and externally, and through strict adherence to channel rules of engagement.
- Drives the involvement of company personnel, including support, service, and management resources to meet partner performance objectives and partners' expectations.
- Develops appropriate approaches in the territory to proactively address under-performing customer segments and partners.
- Works with Territory Management and local Retail Management in the joint development of go to market strategies, territory and account plans.
- Establishes productive, professional relationships with key personnel in core partner accounts.
- Establishes and assures a smooth transition/enablement of all new partner relationship.
- Proactively assesses, clarifies, and validates partner and program needs on an ongoing basis and provide periodic readouts to senior leadership.

## スキル・資格

### Requirements:

#### [Minimum Requirement]

**10+ years of experience in Channel Sales, preferably has some IT background.**

- Proven experience in winning deals with multiple stakeholders
- Demonstrated experience executing successful agreements and business plans with Channel Partners and Value-Added Resellers
- Relationships with key Channel Partners in the defined Retail and Technology space
- Excellent leadership skills necessary to operate at CxO level – selling and delivering multi-solution portfolio engagements.
- Comprehensive understanding of the organization, local markets and customer's ongoing needs.
- Self-starter who proactively identifies and addresses changing customer requirements.
- Understanding and ability to take responsibility for volume, quality, and delivery of end results, planning and

finances/budget for a channel globally and on an area or regional basis.

- Collaborative approach to enlist the support of the sales teams, implementation resources, service resources, and other management resources as needed.
- Skilled communicator who influences and shapes images within the functional area.
- Proactively manages diverse company resource involvement with partner(s) and end-user customer(s) management as appropriate.
- Ability to define sales quota across the regional partner eco-system and manage pipeline via Salesforce and related toolsets.
- Motivated with an exceptional ability to work in a diverse collaborative team environment.
- Solid program management and business development skills.
- Excellent presentation skills and communication skills.
- Extensive travel required; approximately 60+%

#### Qualifications:

- 10+ years of leadership experience in high-tech sales, channels, alliances, ISVs, business development, and management that includes developing programs and managing global teams.
- 10+ years of software/hardware solutions development and selling within the enterprise and SMB markets.
- Proven track record of building and expanding a partner eco-system while driving revenue growth.
- Experience executing a channel strategy, appropriate goals and incentives for channel partners.
- Demonstrated experience working with distributors, resellers, and value-added resellers.
- Direct sales, channel sales, alliance management, and sales management experience.
- Solid working knowledge and experience within Retail and Loss Prevention, Operations and Sales.
- Fluent Japanese and English verbally and written.

その他-----

雇用形態： 無期雇用

定 年： 65歳

試用期間： 6ヶ月間（条件変更なし）

交 通 費： 実費支給（全額）

退職金制度： 有／確定拠出年金

受動喫煙対策： 就業場所 屋内全面禁煙

選考プロセス： 書類選考 → オンライン面接 → 対面面接

※面接は複数回を予定 / 英語での面接有

## 会社説明

ジョンソンコントロールズは135年以上の歴史を持ち、世界150カ国以上、400万社を超える顧客に多様なテクノロジーとソリューションを提供する業界トップクラスのグローバル多角産業企業です。

2016年には防火・セキュリティシステムのグローバルプロバイダーであるタイコインターナショナルと統合し、ビル管理システムおよびテクノロジー、統合ソリューションにおけるリーディングカンパニーとして成長を続けています。

**Sensormatic** (旧：タイコリテールソリューションズ) は、統合小売パフォーマンスとセキュリティソリューションで世界をリードするプロバイダで、現在世界のトップ200社の80%以上で展開されています。顧客は単一店舗のブティックからグローバルな小売大企業まで多岐にわたり、業務改善、収益性最適化、思い出に残るショッピング体験の創出のためのサービス等を世界70か国の小売業者へ提供しています。

日本の小売市場へは、在庫管理システムやソリューションをはじめとしたサービス（たとえば大手ドラッグストアの店舗入口にある防犯ゲートといったセキュリティ機器の販売や、大手アパレルショップで活用されているRFIDシステムの提供等）、マーチャンダイジングに特化した小売業へのソリューションを、約50年にわたり幅広く展開・提供しています。

**Sensormatic Solutions** is the leading global retail solutions portfolio.

The retail industry is changing rapidly, and retailers must change with it in order to thrive. Start by using the power of data to your advantage.

As the world of retail changes, new challenges arise. Luckily, data gives retailers the power to meet those challenges, seize opportunities and succeed. That's why we create the tools to help you harness data—and the guidance to turn it into actionable insights and strategic next steps.

### Solutions That Power Accurate Decision-Making Across the Retail Enterprise

Our suite of retail technology solutions is designed to turn data into insights and insights into strategic, impactful actions.