



Channel Sales Manager - Ingenico Philippines

Global Operation

募集職種

採用企業名

Ingenico

求人ID

1516635

業種

その他（金融）

会社の種類

外資系企業

雇用形態

正社員

勤務地

タイ, Bangkok

給与

800万円 ~ 1100万円

ボーナス

給与：ボーナス込み

歩合給

固定給+歩合給

時給

22,00,000 – 28,00,000 PHP annually

更新日

2025年01月22日 15:07

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

日常会話レベル

日本語レベル

無し

その他言語

タガログ語 - ネイティブ

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

...and the company's mission is part of our DNA, and our entire 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.

スキル・資格

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

会社説明