

Channel Manager Europe

Company

Cameramanager.com is a leading European Video Surveillance as a Service (VSaaS) Provider (IMS Research 2011) and is part of Detron Corporation, a Dutch telecom and ICT company employing 800 people with revenues of over 120M. With proprietary VSaaS technology, developed in-house by a large team of dedicated VSaaS specialists, innovation is a key driver as emphasized by company spend on R&D surpassing 20% of current revenues.

Serving over 30K camera connections the organization is active in the Netherlands, Belgium, Denmark, Sweden, Norway, Germany, Poland, Switzerland, Brazil, Latvia, Russia and Turkey. Over the past three years Cameramanager.com has consecutively shown over 100% growth in revenue.

Cameramanager.com has strong partnerships with Axis, Panasonic, Dell and has over 100 trusted resellers.

Job Description

Cameramanager.com is currently seeking a Channel Manager for the European region who will play a lead role in driving the overall partner program strategy, partnering closely with sales and marketing, championing the end to end program requirements for channel success. In this new role within the organization you will be responsible for building a channel program for distribution and reselling partners within Europe by providing them with the training, certification, sales materials and marketing programs necessary to help them successfully sell Cameramanager.com solutions. Moreover you will develop metrics, measure success of channel initiatives and communicate insights to management team to help shape the future of the business. The ideal candidate will have hands-on experience building and executing channel programs to manage the channel relationships and continually improve performance, results and value.

Responsibilities

- Develop content for clearly messaging the Cameramanager.com partner program value propositions
- Navigate internally to leverage existing resources, and develop new resources as necessary
- Aid in developing certification programs that result in nurturing the existing partner base to increase sales and reduce internal post-sale cost structures
- Develop incentive programs tailored to support both the development of current partner sales and attract new channel partners
- Maintain and update channel partner training and certification materials
- Train and certify new channel partners on the Cameramanager.com value proposition, service offering, on boarding process and support model
- Provide channel partners with impactful marketing & sales tools and materials
- Support Cameramanager.com sales department with sales materials, qualification sheets and ongoing education and training about the channel partner program.
- Develop educational materials for channel partners to keep them trained on CM's service offering and industry trends.
- Collaborate on content for Cameramanager.com partner portal with information and content in support of our channel partners.
- Responsible for tracking/improvement of partner program to meet defined objectives

Requirements

- Minimum Bachelor's degree in Business, Project/Program Management, Marketing or related
- Minimum of 4 to 6+ years channel program/ sales/ marketing experience
- Consistent strong performance in attaining and exceeding objectives and goals
- Demonstrated ability to thrive in an unstructured and dynamic environment - independent self starter
- Superb planning, communication and organizational skills



- Detail-orientated with the ability to manage multiple projects and meet deadlines in a matrix organization
- Strong problem solving and analytical abilities
- Knowledge of security industry or and/ or SaaS business is a plus
- Demonstrated success in developing and managing project, program and/or strategic alliance/ partner plans from scratch.
- Excellent communicator, relationship builder, collaborator and negotiator
- Operational experience implementing business plans/programs in a B2B setting

Offer

A fulltime position with excellent employment conditions. An amazing opportunity to contribute to the international growth and development of a young and vibrant company with high ambitions.

Contact

Are you interested to take on this challenge? Please submit your CV or for more information contact Rishi Lodhia, rishi.lodhia@cameramanager.com or +31(0)88-0068450.