



<b>Job Title:</b>	Channel Sales Manager
<b>Scope:</b>	Africa Region
<b>Department:</b>	Channel Sales
<b>Location:</b>	South Africa
<b>Reporting to:</b>	Country Manager
<b>Managing others:</b>	No

## WHO WE ARE

IFS develops and delivers enterprise software for customers around the world who manufacture and distribute goods, build and maintain assets, and manage service-focused operations. The industry expertise of our people and solutions, together with a commitment to delivering value to every one of our customers, has made IFS a recognized leader and the most recommended supplier in our sector. Our team of 3,700 employees and growing ecosystem of partners support more than 10,000 customers around the world challenge the status-quo and realize their competitive advantage

## THE POSITION

Based in South Africa, the IFS Channel Manager will have a passion and intellectual curiosity for technology, solutions, marketing, sales and service delivery. The role will be key in helping IFS to develop its partner ecosystem in the Africa Market. You will know how to build relationships and be disciplined in working with cross- functional teams. The role is collaborative and the candidate will have responsibility for the partner and alliance activities for IFS with a focus on Channels who are willing to invest in Presales and Sales capabilities. There will also be a focus on Global SI Firms who invest with IFS with a goal for them to become a key source of Lead generation as well as Influence in the sales process.

This role will report to the Country Manager with a dual reporting line to the VP for Channels and Alliances for Asia Pacific Japan, Middle East and Africa and will work closely with the South African Sales, Marketing and Services teams. The focus will be on

- Strategic Partner Planning for the Africa territory, in conjunction with the Market Unit Leader
- Development of the Go-to-Market plan with existing and agreed target Partner firms
- Partner Lead Generation, Market Campaign Creation, Sales Opportunity Management and assisting the drive for Channel Partners to invest in Delivery capabilities will be key drivers in creating a vibrant and contributing Partner Ecosystem.



- Success will be measured by incremental sales of IFS Software Licenses through and with Local and Global Partner organisations in the ERP, EAM and FSM Markets within IFS' target industries;
- Development of Partner Enablement and Training programs, leveraging local and regional resources and content, will be a critical responsibility and essential ingredient for success.

## **HOW YOU MAKE A DIFFERENCE**

The Channel Manager must be able to develop and maintain Territory Plans, Account Plans and Deal Action cards with Channel Partners in order to secure:

- Joint New Logo sales across the agreed market segments and target accounts;
- Expansion license sales into the Channel managed customer base;
- New joint Solution Offerings developed with partners as differentiators in their focus market segments and industries;
- Joint Marketing Programs

The role will interface closely with the South Africa Country Manager, Sales and Presales teams, providing a strong Partner Framework in support of the Africa Growth plans. If you're curious, if you're hungry and if you're ready to challenge the status quo, then we welcome you to IFS.

## **DUTIES & RESPONSIBILITIES:**

- Responsible for achieving quarterly & annual financial targets (sales quota as set out in your commission plan).
- Required to participate in the creation of the business plan for assigned territory.
- Selling of software licenses – net new / installed base with partner sales / pre- sales team.
- Work with and building on the current Channel Network to drive partners on software license deals.
- Responsible for the overall planning, strategy, direction and control of all sales activities in the allocated territory; including setting sales strategies & policies; control of the business partners; achievement of agreed sales volumes; and the development of future sales plans.
- Responsible for handling escalated customer complaints.
- Provide sales, technology and business-related expertise in the engagements
- Establish contacts and building positive relationships/networks with senior level decision makers of the accounts and partner organization.
- Travelling is essential

## **PRE-REQUISITES:**

- A University Degree from a well-recognized tertiary institution, preferably in related discipline.
- Minimum 7 years of solid successful track record of sales / direct sales experience in the related industry/reseller markets.
- Focus on generating and driving sales independently and through partner.
- Demonstrated experience in selling with and through Channel and Alliance Partners, ideally within the ERP software market.

You will have strong existing relationships with key regional consulting firms and influencers in the ERP and FSM markets.

#### **KEY PERFORMANCE INDICATOR**

- Responsible for Channel sales targets.
- Pipeline generation with partner marketing teams.
- Building Partner capability on focused solution.
- Advisor to partner on solution selling.
- Driving Enablement programs for partners across the region.
- Achievement of Sales Quota's for Co-Sell opportunities and Channel Sale opportunities.

