
POSITION DESCRIPTION

POSITION TITLE: Business Development Manager, Channel Programs

DEPARTMENT: Channel Management

LOCATION: Noida

POSITION REPORTS TO: National Sales Manager

POSITION PURPOSE

Responsible for development, implementation, management and maintenance of Partner Business Solutions. Develop relationships with key channel partners to understand market needs. Design and develop channel partner programs, tools and related solutions to grow exam uploads and revenue from our partner channel. Ability to multitask. Meet assigned channel business goals and objectives. Produce regular reports on partner performance by region. Work with Channel Support Specialists to help solve channel partner issues. Maintain a close relationship with CyberLearning Sales Leaders to help identify market needs and develop appropriate channel related solutions. Other duties as assigned by Reporting Manager.

ESSENTIAL FUNCTIONS AND BASIC DUTIES

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 - Develop training programs for on-boarding of new channel partners
 - Management, maintenance and development of the Authorized Partners
 - Develop strategies to grow business of Authorized Partners
 - Assist with the ongoing Partner Recruitment
 - Ability to handle all channel partner related issues in a professional manner
 - Ability to pass IC³ & MOS tests (single application) within 30 days of start date
 - Perform miscellaneous tasks as required by management
- Gain advanced technical knowledge of CyberLearning systems and solutions
Escalate issues to management as and when necessary
Leading with an example of excellence in approach to all duties

QUALIFICATIONS

EDUCATION: MBA Preferred but Bachelor's degree required (Preferably in Business Administration)

REQUIRED KNOWLEDGE: Knowledge of Computers, Company products, Sales and Customer Service procedures is an advantage.

EXPERIENCE REQUIRED: Minimum of 3 years related experience in Business Development, preferably in IT learning channel

SKILLS/ABILITIES: Excellent communications, public relations skills and phone skills

Posted on: October 13, 2014