



## Channel Partner Manager

<b>Title:</b>	Channel Partner Manager
<b>Location:</b>	This Role is Flexible but will require travel in the UK, Ireland, North America and Canada
<b>Employee Status:</b>	Full Time, Permanent
<b>Salary:</b>	Competitive
<b>Experience Required:</b>	3+ years in a similar role with demonstrable target obtainment

Founded in Dublin in 2010, iCabbi provides taxi companies with the tools they need to compete in today's fast-paced world. Our taxi dispatch software powers over 750,000 rides every day in Ireland, the UK, Finland, the USA, and Canada - and we're currently expanding into a number of new markets. iCabbi's vision is to put taxi companies at the centre of mobility. We support this in three key ways: by building the world's best taxi dispatch system; delivering a marketplace for open innovation and creating new enterprise models to transform the taxi industry.

We recruit people who are **S**ound, **P**articipate with passion and purpose, who are **A**mbitious for our customers and themselves, are **R**esourceful and use **K**inetic energy to spark ideas and put them into motion! Have you got **SPARK**?

### Role:

The Channel Partner Manager role is primarily a sales and account management role with an emphasis on building and maintaining relationships with partner sellers around the world. We are looking for an ambitious, hardworking and engaging Channel Partner Manager who will be responsible for developing and building our Channel strategy.

The business is very fast-paced with a high-profile of B2B/SaaS technology with an ever-increasing successful international customer base. As a Channel Partner Manager, you will develop, service, and grow relationships with channel partners including Value Added Resellers (VARs), Resellers, Agents, Referral Partners etc.

### Responsibilities:

You will achieve agreed sales and profit goals by selling iCabbi's products, services and technologies through resellers/channels. Your experience working in this field will give you the skill-set necessary to assess the potential of current partners and to put the plans and programs in place to maximise their potential.

Your curious, inquisitive and entrepreneurial nature will be essential for finding new and innovative channel partners to grow iCabbi in established markets, and later in new ones.

Success will be determined by customer satisfaction levels, performance versus targets, operational performance and setting and meeting customer expectations and SLAs.

### Maximise Sales by:

- Crafting and implementing a sustainable channel sales strategy that is aligned with company strategy
- Hitting targets and increasing sales through partners in existing markets
- Developing a marketing campaign, attending relevant trade shows & meeting potential partners
- Managing and growing channel partners in a hands on way
- Developing and maintaining a pricing strategy

### Operational Performance:

- Establish the Channel Objectives and implement a measurement process

- Determine and specify Channel Partners Tasks
- Monitor and report on performance relative to pre-agreed KPIs and take corrective action as required
- Ensure appropriate product and sales process training is delivered to channel partners and their staff
- Mentor and coach partners

#### What will you bring to us?

- A proven track record in successful Channel development and management where ambitious targets were regularly achieved and broken
- Experience within
- Degree/qualification an advantage
- Strong consultative selling and business development skills
- Ability to build relationships and drive execution
- Demonstrated ability to coach others to success
- Team players who can work cross-functionally to get things done

#### What will we give to you?

- A culture which is second to none!
- A happy work environment.
- Opportunity to gain experience and knowledge in a unique industry
- Further education and training to enhance your skillset
- We empower you to make your own career by working with some of our leading clients and forging new relationships with colleagues and customers
- A team of highly experienced technology and development professionals to work with and support you.
- A leadership team who have a worthwhile mission and who excel at that mission.
- A chance to work with one of the market leaders in the Taxi Industry, currently disrupting a market and leading change within Mobility
- A company that is going from strength to strength with significant growth plans that we are achieving.