

## Distribution and Channel Account Manager

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Company: Motorola Solutions

Location: Poland

Category: other-general

### Job Description

The main role of this position is the recruitment, acquisition, development, retention and management of Radio Channel Partners and Distributors in Poland, Czech Republic and Slovakia.

This role will manage all aspects of the relationship between Motorola Solutions and those including all commercial and technical facets, enabling them to develop and grow successful independent businesses through the reselling of the Motorola's Radio Solutions portfolio.

In this role you will report to Regional Channel Sales Director and main tasks will be:

Formulate a winning sales go-to-market strategy.

Identify, qualify and close sales opportunities within the assigned scope (current and pipelined partners), engaging other teams as needed (account managers, business finance, operations...)

Manage the sales to execute the plan (Distributors, Tier 1/2 partners)

To be accountable for annual sales plan objectives and ensure they are met or exceeded.

Resolve or escalate issues when appropriate.

Assist with creation and drive marketing plans of channel partners.

Work closely with the Regional Distribution Management to understand and execute strategy

for achieving business growth (distributors and system integrators).

Complete roll out of key elements of Partner Program.

Develop and maximize the Solution Partner Community to maintain appropriate geographic coverage via partners.

Responsible for ensuring that channel communication is at all times, clear concise and in-line with company direction.

Maintaining an accurate and detailed weekly forecast and commits.

Report on competitive trends in our territory.

In addition, this role requires a solid understanding of peripheral and complementary products and solutions supplied by both Motorola Solutions and Others.

Guide regional Sales and Channel management with regular management metrics.

### **Basic Requirements**

Fluent in English and Polish languages. Knowledge of Czech and Slovak is an advantage. Any other Eastern European language spoken is beneficial.

Able to travel frequently within the assigned territory.

A knowledge of Two-Way or other related Wireless Technologies would be regarded as a significant advantage.

10 years' experience working within a Sales Role. Having worked within a Channel Environment is a significant advantage.

Knowledge of the emerging technologies within the Radio / Wireless Industry/ IT Sector and how they may apply to our Channel Partners.

Individual must have strong Interpersonal / presentation skills and the ability to deliver complex solutions in simple terms.

Must have strong networking and teaming skills with internal and external team members.

Experience of developing channel base.

Able to work under pressure.

A proven track record in achieving or overachieving quotas.

Negotiation Skills at different levels within an organization.

Ability to prospect and quickly qualify the new channel opportunities.

Highly numerate with strong spreadsheet skills.

Deep understanding of key business metrics with channels and their effect in vendor performance (revenues, returns, inventory...)

Able to engage the most senior level of Partners (GM, CEOs...).

Act entrepreneurial within Corporate Environment.

Strong relationship/account management skills.

Seeks feedback from customers to identify strengths and improvement opportunities.

Follows up with customers to ensure that all actions to make the sale are done, creating the best customer experience.

In return for your expertise and hard work you'll get:

Flexible working hours,

Competitive salary package,

ESPP - Motorola Solutions stock programme,

Employee Pension Plan (PPE),

Private medical & dental coverage,

Life insurance,

Multikafeteria with optional Multisport Plus,

Training and broad development opportunities,

Access to wellness facilities and integration events,

Motorola Solutions is supporting CSR activities and encourages employees to participate.

### **Travel Requirements**

Over 50%

### **Relocation Provided**

None

### **Position Type**

Experienced

### **Referral Payment Plan**

Yes

### **Company**

Motorola Solutions Polska Sp.z.o.o.

### **EEO Statement**

Motorola Solutions is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion or belief, sex, sexual orientation, gender identity, national origin, disability, veteran status or any other legally-protected characteristic.

We are proud of our people-first and community-focused culture, empowering every Motorolan to be their most authentic self and to do their best work to deliver on the promise of a safer world. If you'd like to join our team but feel that you don't quite meet all of the preferred skills, we'd still love to hear why you think you'd be a great addition to our team.

We're committed to providing an inclusive and accessible recruiting experience for candidates with disabilities, or other physical or mental health conditions. To request an accommodation, please email <.

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