

UK Channel Manager

Cora Systems is seeking a UK Channel Manager.

We are looking to recruit an experience professional to focus on developing new Channel Partners within the UK.

You will ideally come from a degree background, with a clear and defined understanding of the software market space.

You will also have a proven track record in sales or managing and recruiting channel based partners.

Your experience must be from selling a Software as a Solution model.

You will also be driven to surpass targets.

You must have a current network of existing contacts.

Application Guidelines:

- * ALL CANDIDATES MUST BE ELIGIBLE TO LIVE AND WORK IN THE UK
- * DO NOT APPLY UNLESS YOU HAVE THE REQUIRED EXPERIENCE ABOVE
OR YOUR APPLICATION WILL BE UNSUCCESSFUL

Requirements:

- * At least 5 years sales experience in software sales
- * Proven experience in new-business development
- * Ability to deliver personal sales strategies
- * Excellent communication skills for selling
- * Ability to create and deliver convincing arguments
- * Solid understanding of contract negotiation and relationship sales
- * Excellent interpersonal skills
- * Ability to build credibility quickly
- * Strong time management skills
- * Proven teamwork experience
- * Strong desire to learn

What we offer:

Join a team of energetic and driven professionals.

We offer very good personal growth, a competitive salary with a target driven bonus.

Please forward your resume via email to ogeraughty@corasystems.com