



## Alliance Channel Manager

- ✚ **Newly Created Role Within Sales Division**
- ✚ **Devise and Execute Alliance Strategy**
- ✚ **Final \$Package Commensurate with Experience.**

This organisation has the backing of an international parent and has already established a very solid national platform within a highly lucrative consumer marketplace. Their points of differentiation are the quality of engagement with customers and ease at which to transact with them, highly important in their space.

In order to continue their impressive growth across Australia, they seek an experienced Alliance Channel Manager to expand their customer base through the sponsorship, alliances & community channels. In this role you will analyse strategic partners in the mass market, build commercially beneficial partner agreements and execute/manage those agreements on an ongoing basis. You will be accountable for cost to acquire and customer acquisition targets across the channel, in line with the companies overall growth initiatives.

This key position in the growth of the organisation, in a highly competitive marketplace, requires the services of an experienced, and innovative, Channel Manager who will profile as follows:-

- ✚ Able to demonstrate experience in devising a successful channel strategy, including policies and procedures;
- ✚ Sounds business acumen and experience to identify/secure/manage commercial alliance agreements;
- ✚ A proven track record of achieving Customer (business or consumer) sales targets via an Alliance/Sponsorship/Community channel;
- ✚ Demonstrable experience in engaging internal/external parties to build sales programs; and
- ✚ "Fit" with a culture/team committed to achieving results and providing a seamless customer experience.

To apply in strict confidence, please click the button below, attaching a brief resume and covering letter quoting **Ref. No. SOR/86358** or call **Scott Robinson** on 61 3 9909 7555 for further information.

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