



Position Description

Position Title: Corporate Business Development Manager
Reporting To: General Manager Sales
Department: Sales

Overall Purpose:
Complete responsibility for the launch of the Unwired Corporate Product within the postholders relevant State. Identify and drive new business development through the acquisition of new partners with a particular focus on Value Added Resellers [VARs] and System Integrators [SI's].

Key Accountabilities:
<ul style="list-style-type: none">• Personally initiate the new business development of 'Anchor Customers', VARs and SI's in the state.• Manage the 'end to end' relationship with VARs/SI's.• Implement strategic plans for each of these channels including volume related targets/incentives and conduct formal quarterly reviews.• Develop with individual resellers, customised marketing programs.• Assist the resellers with new Business Development including submission of tenders, proposals etc.• Conduct the training and motivation of partner staff on a regular basis to ensure the product is top of mind.• Negotiate margins and implement contracts for each of the reseller partners.• Manage the implementation of these partners.• Handle all enquiries from potential corporate customers and decide on the optimum channel for execution.• Work efficiently with Network Operations to ensure timely and accurate quotes.• Ensure SLA's are met and resolve any disputes arising.• Contribute to the development of the product by providing market competitive feedback.• Achievement of both billed and contract revenue targets



Qualifications & Experience

Essential

- A minimum of three years previous experience of building relationships with new business contacts and successfully selling them a product/service (preferably within a telecoms/internet service provider environment).
- Demonstrable ability to meet sales targets.
- Demonstrable experience of writing tenders/sales proposals.
- Experience of working to service level agreements.
- Ability to be highly motivated and work autonomously.
- To have a personable approach.
- Understanding of IT/Network solutions with the ability to translate product into layman's' terms.
- A background in delivering outstanding results via channel partners such as VARs and SI's
- Ability to prioritise own workload.
- The ability to give attention to detail.
- Micro Soft Office skills to include Word & Excel.
- Be a car owner with current valid driver's license.

Desirable

- Previously worked in the telecoms/ISP environment.
- Previously worked for VARS/and or SI's.
- Degree qualification

This Position Description is agreed by:

Line Manager's
Signature

Date.....

Position Holder's
Signature.....

Date.....