



Channel Manager

Position Summary

The Channel Manager will be responsible for building and maintaining strong relationships with external partners to drive the sales and distribution of our products and services. You will identify and recruit new partners, provide them with the tools and training needed to succeed, and collaborate on marketing and sales strategies to maximize revenue growth. You will serve as the primary point of contact for partners, offering ongoing support and ensuring alignment with our company's goals. Your success will be measured by partner performance, market expansion, and overall sales targets.

Key Responsibilities

Revenue Management:

- Develop and implement strategies to maximize revenue across multiple channels.
- Monitor and analyze sales performance to identify opportunities for growth.
- Collaborate with the sales and marketing teams to align revenue goals and strategies.

Business Development:

- Identify and pursue new channel opportunities to expand our market reach.
- Conduct market research to understand trends and customer needs on new channels.
- Develop and maintain relationships with key partners and stakeholders.
- Stay updated on industry trends and competitor activities to provide insights that can help partners remain competitive.

Representative Network Relationships:

- Build and manage a network of representatives to drive sales and brand awareness.
- Provide training and support to representatives to ensure they are equipped to succeed.
- Develop incentives and recognition programs to motivate and reward top-performing representatives.
- Monitor partner performance and provide ongoing support to ensure goals and targets are met.

Innovation and Strategy:

- Stay abreast of industry trends and best practices to drive innovation in revenue channels.
- Develop and implement new sales and distribution models to capitalize on emerging opportunities.
- Work cross-functionally to pilot and scale new revenue initiatives. Collaborate on marketing strategies and sales campaigns with partners to increase market reach and revenue.



Qualifications

- Proven Experience in partner management, sales, or business development, ideally in a Channel Manager or similar role.
- Experience in Negotiation and contract management.
- Strong Network of industry contacts, including potential channel partners, is a plus.
- Technical Aptitude: Depending on the industry, technical knowledge of the company's products/services may be required.
- Strong understanding of multi-channel sales strategies and business development
- Experience with CRM and Partner Management Tools is a plus.
- Results-Oriented with a proven track record of meeting or exceeding sales or partnership goals
- Excellent relationship and team building skills, a positive attitude
- Excellent communication and customer service skills
- Ability to work in a fast-paced and dynamic team-oriented environment
- Self-management skills, ability to work independently, self-directed
- Experienced in customer negotiations
- Experienced in developing and delivering presentations
- Excellent planning and organizational skills; knowledge of consultative sales techniques

Desirable Attributes – to differentiate you

- Experience selling HVAC Equipment, Packaged Rooftop Units preferred
- Experience working within or managing an AAON or other HVAC rep firm
- Experience selling or competing with: Munters, Seasons4, Addison, CaptiveAire/Paragon or other suppliers to the food retail ventilation space
- Experience serving food retail real estate operations
- Experience consulting Refrigeration and MEP Consulting engineers
- Proficient in understanding and consulting on controls and Building Management Systems (BMS)

Conditions of Employment

- Permanent full-time employment
- Travel to job sites, manufacturing facility, and customer locations
- Ability to work from home with a home-based office
- Valid passport: able to travel across North America

If you are interested in this exciting opportunity, please forward your resume in confidence to careers@systemsflo.com

While we appreciate the interest of all applicants, only candidates selected for an interview are contacted. No agencies, please. We are committed to fostering an inclusive, accessible work environment, where all employees feel valued, respected, and supported. FLO will provide accommodation for applicants with disabilities as part of its recruitment process. If you are contacted to arrange for an interview, please advise us if you require accommodation.