

Neptune Software

CHANNEL MANAGER UK

Neptune Software has successfully established itself as the dominant player for SAP mobility solutions in Scandinavia. Through a reseller distributor model of SAP implementation consultancies, Neptune also has customers in several other European countries. We have recently expanded our development platform to include also Desktop solutions, thus enabling customers to make end-user friendly applications on all devices.

We are experiencing strong growth and are looking for a channel manager to cover the German market. This is a unique opportunity to join one of Europe's most exciting companies in enterprise mobility.

As Channel Manager UK

You need a broad set of capabilities to deal with stakeholders within the SAP installed base and the SAP community in UK to further develop this market. Your ability to business development, herein recruiting the right partners, enablement, initiate leads generating activities and direct customer interaction will be your success criterias.

Responsibilities

- Establish Neptune as a leading enterprise mobility provider on the German market
- Form strategic account plans including Partner network, customer profiles, forecast reports, and action items
- Develop Channel management, including recruiting and nurturing Partner relationships
- Drive the end-customer market by e.g. direct lead-generating activities
- Build relationships with key decision-makers
- Attract market awareness by marketing activities, both towards end-customers and Partners
- Serve as the primary Customer and Partner contact in your territory
- All other duties as assigned

Preferred Qualifications

- At least five years of Sales / KAM / Channel Management experience from the IS/IT industry, preferably from software product or software consulting
- Excellent written and verbal communication skills including the ability to effectively present and build trust with both executive and technical audiences
- Drive, initiative and ambition to grow territory market share in an entrepreneurial and fast-paced environment
- Native English language skills
- The position will require significant travel
- Experience of SAP is a plus
- The location of the position can be discussed

Please send your application, or direct any questions you may have, to Andreas Grydeland Sulejewski at andreas@neptune-software.com, +47 938 04 965