

# United Arab Emirates Jobs Expertini®

## Channel Account Manager - Middle East

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Company: Instructure, Inc.

Location: , , United Arab Emirates

Category: sales-and-related

At Instructure, we believe in the power of people to grow and succeed throughout their lives. Our goal is to amplify that power by creating intuitive products that simplify learning and personal development, facilitate meaningful relationships, and inspire people to go further in their educations and careers. We do this by giving smart, creative, passionate people opportunities to create awesome. And that's where you come in: The Channel Account Manager for the Middle East will align with Channel Partners to achieve quota attainment and ensure the delivery of exceptional customer experience. You'll be expected to use consultative and strategic selling skills along with a strong understanding of the Educational Technology industry. The successful candidate will help Channel Partners meet our channel program expectations as well as protect the Canvas brand, by delivering a customer experience that is world class.

**Responsibilities:** Discover and manage sales opportunities with all designated Partners in region, providing accurate and updated sales funnel with current status Provide accurate and detailed weekly, monthly and quarterly forecast funnel of identified and proposed opportunities to meet or exceed quota requirements, in Salesforce Manage and execution of Partner planning document Meet with Partners, participate in joint sales calls to customers and assist the Partner in closing opportunities Assist Partners in broadening their product expertise and sales opportunities, striving for growth from all associated selling resources Train partners on product, processes, and effective sales techniques Escalate any pricing, SLA or other issues as needed Coordinate Partner access to Sales Engineering, Field Marketing and overlay resources as appropriate Disseminate all communications and announcements Coordinate local Partner participation in events and

trainingDrive product and promotions and programsAttend Shows and conference calls, as designated by managementRead all communications and maintaining a high level of knowledge on all products, programs and promotionsManage tasks to completion per project schedule, or direction from manager/management independentlyLead the maintenance of up-to-date information on company website(s) such as webinar recordings, price lists and channel partners, & contact informationSupport the development of collateral related to Instructure sales for Channel PartnersRequirements: Understanding of technology use in education and LMS marketplace and companies4+ years' of related experience in the Channel with Channel PartnersProven success of building strong relationships and partnershipsMinimum of intermediate understanding of company financial measuresEngaging, friendly and articulate over the phone, and professional in written communicationsSelf-motivated and competitive with the ability to prioritize and manage competing demands in a fast-paced environmentCreate internal & customer facing presentations and materials (email etc.)Experience with Microsoft Office Tools, Google AppsManage multiple, competing demands to reach project deliverables and meet deadlinesAbility to engage with cross-functional work teamsDemonstrate strong written and oral communication skillsAbility to travel regularlyWe've always believed in hiring the very best people and treating them right. We know that the more diverse we are, the more diverse our ideas will be and when we openly welcome those ideas, our environment is better and our business is stronger.At Instructure we are committed to creating a workplace that supports diversity and inclusion, which we believe improves productivity, customer engagement and employee satisfaction. We welcome applications from individuals of all backgrounds.All Instructure employees are required to successfully pass a background check upon being hired.

#J-18808-Ljbffr

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