

## Channel Business Manager, SASE (Emerging Markets) Jobs In Dubai

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Company: Palo Alto Networks

Location: , Dubai, United Arab Emirates

Category: sales-and-related

Channel Business Manager, SASE (Emerging Markets) Jobs In Dubai

Description:

As a Channel Business Manager, you will be responsible for the company's SASE business with the company's channel partners, strategic alliances, system integrators and service provider partners.

Responsibilities:

Direct ownership of development and management of the company's SASE business through our channel partners

Definition, roll-out, and lifecycle management of the SASE commercial offers to the partners, including commercial models, integration, service creation, and business development playbooks

Focus on developing top opportunities with partners in close collaboration with field sales and speedboat teams

Requirements:

Strong understanding of the channel ecosystem and business models

Understanding of SASE, the industry players, and competitive landscape

Prior experience in defining and rolling out operational processes across matrix organizations

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