



Amazon Channel Manager

Responsibilities:

- Provide ongoing channel management by tracking productivity, and identifying program modifications when necessary and forecasting
- Manage sales promotions and launch new products and services in timely manner
- Provide accurate weekly and monthly forecasting and sales funnels to management
- Provide ongoing communication of product, process or policy changes to channel
- As necessary, trouble shoot and communicate issues for resolution
- Deliver with the Marketing group on the implementation, reporting and measurement of Channel sales programs
- Measurement and reporting on partner productivity and coverage
- Input to channel processes and drive change to enhance partner service model and improve productivity
- Metrics driven, keen focus on ROI targets, analyze large data sets, and can make actionable business decisions.
- Manage the inventory of the channel
- Ability to work cross functionally across the business to drive channel initiatives and messaging

Job Requirements:

- 1 -3 years and up relevant experience in Amazon Channel Management
- Experience with Salesforce CRM
- Proficient in all Microsoft Office Products. Advanced skills in Microsoft Excel mandatory.
- Excellent problem solving and organizational skills with a high level of attention to detail
- Proven experience of dealing with partners and distributors
- Experience of working with cross-functional teams
- Team player with strong interpersonal skills, capable and willing to work in a diverse and fast paced environment
- Proactive and results-orientated with a positive outlook and willingness to take initiative