

Organization:	TATA Tele Services
Job Role:	Partner Manager
Location:	Jalandhar/Ludhiana
Reports To:	Cluster Head
Qualification:	Graduate + MBA (Mktg.) or Engineering Graduate
Experience:	2+ Years
Key Relationships:	External: Customers, Channel Partners, FOS Internal : Sales, Commercial, Marketing, Solutions, Finance, Collection, Order login, Network
Why position exists?	Responsible to drive partners for revenue enhancement and extending TTL reach through new acquisition
Key Result Areas:	Product: Photon/PRI/ILL/MPLS/SIP TRUNK/MOBILE/DATA CENTER SERVICES/TOLL FREE <ul style="list-style-type: none"> • New business acquisition through partners • Customer Satisfaction and Channel Satisfaction • Addition of new logos as per AOP • Quality of funnel and Growth • Driving EPPC (Existing Product per Customer)
Responsibilities:	<ul style="list-style-type: none"> • Enabling partners and customers with service support from TTL support functions. • Controlling Channel & Channel Partner Manpower (FOS) attrition. • Ensuring completion of Business Planning with all active channel partners before 8th of every month. • Driving the capability building plan with partners by ensuring timely trainings for various parameters. • Driving the coverage programs like demand generation, customer focused programs, industry forum participations etc. • Assisting the Partners in Large deal Closures by accompanying them for Customer calls. • Ensuring Channel Policy Adherence and Processes in the assigned territory. • Facilitating the issue resolutions at customer end through partners and support teams, if any. • Capability presentation in accounts with solution architect to achieve Target EPPC (Existing Product Per customer). • Sales through the Channel Partners. • Responsible for Channel partner productivity and their ROI. • Keep Abreast with Competitive activities in the region. • Segment wise product focus to drive new business.

Capabilities and competencies:	<ul style="list-style-type: none"> • Understanding of wireless & wire line telecom solutions. • Good Oral and Written Presentation skills. • Strong cross functional skills to collaborate with commercial, program management, Technology and Finance. • Innovative and flexible in strategising GTM Approach. • Flexible for learning new products and processes.
Essential Requirement:	<ul style="list-style-type: none"> • Experience of Enterprise Selling/ B2B sales/ managing large Channels • Should have sound Achievements and Recognitions from Previous Roles.
Preferred Industry:	Telecom / EBPAX (like-Panasonic/Samsung/Avaya) / Large System Integrators (like Wipro, HCL) / Software Selling Companies
Contact:	Interested Candidates can send their resumes to Ms. Pooja Sharma @ Pooja.sharma1@tatatel.co.in .