



## ALSO Technology looks forward to working with you as an **Channel Sales Manager SMB (d/f/m)**

Fulltime in Bucharest, Romania

ALSO Technology is a part of ALSO Holding AG (Emmen, Switzerland). ALSO brings providers and buyers of the ICT industry together and offer more than 660 vendors of hardware, software and IT-services access to over 110 000 buyers, who can call a broad spectrum of other customized services in the logistics, finance, and IT services sectors, as well as traditional distribution services. From the development of complex IT landscapes, the provision and maintenance of hardware and software, right through to the return, reconditioning and remarketing of IT hardware, ALSO offers all services as a one-stop shop. ALSO is represented in 23 European countries and generates total net sales of approximately 10.7 billion euros with around 4 000 employees in the fiscal year 2019.

Attractive work content, participative personnel management based on self-responsibility, and very good development opportunities: that's what the ALSO Group stands for.

### **Key Accountabilities:**

- ◆ Develop the sales channels for SMB resellers and enhance the relationship with the partners in order to increase the sales
- ◆ Achieve the sales target set by the Sales Director, in accordance with the business objectives
- ◆ Know the decisional mechanism, financing possibilities, market strategy and the business objectives of each partner
- ◆ Propose and negotiate with the partners the most efficient promotion campaigns, by creating special offers according to their business model
- ◆ Closely monitoring the competition along with the Product Manager and react to its actions

### **Your Profile:**

- ◆ IT products knowledge
- ◆ Work experience in the IT or a similar field of more than 2 years
- ◆ Analytical skills and attention to details
- ◆ Proactive thinking
- ◆ Determination and ambition to learn and develop

### **We offer:**

- ◆ Good career growth opportunities in a challenging environment
- ◆ Good salary
- ◆ Medical benefits package

Please send us your application documents to [hr.ro@also.com](mailto:hr.ro@also.com)

Learn more about ALSO – THE TECHNOLOGY PROVIDER at: <https://also.com> | [LinkedIn](#) | [Twitter](#) | [YouTube](#)

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#### **ALSO Technology SRL**

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