

Job Specification - Channel Sales Manager

Select Advisors (Pty) Limited

Reporting Line

The Channel Sales Manager will report to the Group Head of Sales and will work closely with regional Chief Executive Officers and teams.

Main Purpose of the Role

We are seeking a highly motivated and experienced Channel Sales Manager to join our dynamic team, focusing on expanding our footprint across diverse markets in Africa. The incumbent will:

1. Play a pivotal role in designing, implementing and overseeing the sales activities of our products.
2. Will work closely with internal and external stakeholders to
3. ensure our products are brought to market and into the hands of our clients as quickly and efficiently as possible.

Key Deliverables of the Channel Sales Manager

1. Product Deployment:
 - a. Oversee the successful deployment of newly introduced financial products into existing market portfolios.
 - b. Coordinate with internal stakeholders to ensure seamless preparation, integration and implementation of new products.
 - c. Collaborate with regional teams to customise offerings based on regional requirements.
 - d. Execute expansion strategies to reach underserved communities.
 2. Performance Monitoring:
 - a. Regularly analyse performance data and provide insights to optimise product strategies.
 - b. Provide insights and recommendations for continuous improvement in product effectiveness and implement the agreed interventions to enhance overall outcomes.
 3. Stakeholder Engagement:
 - a. Build and maintain relationships with internal stakeholders.
 - b. Retain excellent working relationships with external stakeholders such as motor dealers/suppliers, etc.
 - c. Communicate effectively with internal stakeholders to align strategies and ensure a cohesive approach to product launches and ongoing post launch product performance.
 4. Competitor Analysis:
 - a. Analyse competitors' offerings in conjunction with the regional team to determine how they might affect business performance.
 - b. Analyse competitor pricing tactics to ensure that prices are competitive within the market.
 - c. Monitor and analyse market trends and competitor activities to identify opportunities and threats.
 5. Travel and On-Site Management:
 - a. Travel to various African regions to oversee on-site implementation and address any challenges.
 - b. Provide on-the-ground support to regional teams during the initial phases of product deployment.
 6. Training and Education:
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- a. Conduct training sessions for regional teams on new financial products and related processes.
- b. Ensure that teams have a comprehensive understanding of the products and their features.

The Candidate

We seek the following in our desired candidate:

Qualification Requirement

A relevant tertiary qualification (such as a Bachelor's Degree in Finance, Marketing or Business) is essential unless candidates have at least ten years' extensive experience in sales.

Experience / Background Preference

1. The company will look at candidates who ideally have five - seven years' relevant, working experience in channel management or sales.
2. Previous sales experience is essential.
3. Proven experience within Financial Services with a strong background in sales, product or channel management is highly preferred.
4. Knowledge and understanding of sales techniques and strategies is essential.
5. Extensive knowledge of the financial landscape in African regions is essential.
6. Proficiency in Customer Relationship Management ("CRM") Software will be advantageous.
7. Candidates must have a willingness to travel extensively across African regions.
8. A strong command of English, both written and verbal, is a requirement of the job.

Key Competencies

The successful candidate will need to demonstrate the following ability:

1. Self-assurance and a confident manner.
2. Strong interpersonal and communication skills, both verbal and written.
3. Strong problem-solving and negotiation skills.
4. Strong presentation skills.
5. Demonstrated ability to work collaboratively in cross-functional teams.
6. Strong analytical skills, with the ability to assess complex situations and use creativity to solve problems.
7. A self-starter who shows initiative and assumes responsibility for projects.
8. Proven ability to operate independently and exercise significant latitude for independent judgement, discretion and action.
9. Ability to prioritise and handle multiple tasks within strict time frames within a fast-paced environment.
10. High energy levels.
11. Strong attention to detail.
12. Strategic thinking.
13. The ability to debate in a constructive manner and to challenge conventional wisdom.
14. The ability to build strong relationships with team members, company management and clients.

Location

The position is based at our Johannesburg office located at Illovo Edge Office Block, Building 4, 9 Harries Road, Illovo, Sandton.

By nature of the group, travel will be required from any staff member of the company from time to time. In this particular role, the successful candidate should be prepared to travel 25% - 50% of the month, possibly more.

Compensation

An annual cost to company remuneration package, which will be commensurate with the technical skills and experience of the successful candidate, plus bonus participation.

Please forward applications to Tracey Strong: strongt@africanalliance.com

If you do not hear from us within two weeks, please consider your application for this particular vacancy unsuccessful. In this instance, please be assured that we shall retain your application and will be in touch should a suitable opportunity arise in the future.