

Sales Channel Manager

in Norwalk, Connecticut

As an integral member of the 3Dconnexion sales team in the United States, the Sales Channel Manager is responsible for establishing and maintaining partnerships with channel accounts. The Sales Channel Manager will plan and execute marketing objectives to drive awareness and sales of the company's product range.

Job Responsibilities

- Establish productive and professional relationships with key personnel in assigned partner accounts. Identify, recruit and on-board new channel partners to build business.
- Familiarize partners with product portfolio and ensure they're up-to-date with product information.
- Address customer service issues and conduct regularly business reviews with channel partners to identify improvements and business opportunities.
- Work with partners to conduct product presentations with end users, manage events and execute communication initiatives by leveraging the channel infrastructure.
- Quarterly monitor, review and report on all marketing activities and results.

Skills and Requirements

- Master or similar degree in Business and Communication or similar
- B2B marketing experience (ideally in the High-tech and/or CAD industry)
- Excellent verbal and written communication skills
- Excellent customer service and client relationship skills
- Ability to develop partnerships with distributors and resellers
- Motivated, pro-active, energetic and creative
- Ability to be a team player with a success driven approach

Conditions

- 3Dconnexion Inc. is an at-will employer
- Medical, Dental and Vision plans
- 401 (k) with company match
- 4 weeks PTO accrued yearly
- Working Location: Norwalk, Connecticut

About 3Dconnexion

3Dconnexion® is the leading provider of award-winning devices for 3D design and visualization professionals. 3Dconnexion mice provide an intuitive, natural way to interact with computer-generated 3D content and support today's most popular and powerful mechanical engineering, media, entertainment and architectural CAD applications.

3Dconnexion is headquartered in Norwalk, Connecticut, with EU headquarters in Munich, Germany and offices worldwide.

3dconnexion.com

 [youtube.com/3dconnexion](https://www.youtube.com/3dconnexion)

If you are interested in being part of the 3Dconnexion team in an international, growth oriented company, please send your complete application (CV + motivational letter) with the reference SALES_US via email to Marion Long:

Marion_Long@3dconnexion.com

Contact information

3Dconnexion Inc.
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