

Job Description		
Division	Enterprise Business	
Function	Sales	
Role Title	Partner Manager	
Role Code	001 - PM	
Role Location	Mumbai; Pune; Delhi; MPCG; Chennai	
Reporting To	Cluster Head	
Grade/ Level	C / Manager	
Job responsibility	<p>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 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)</p>	
Key Customer	External: Customers, Channel Partners, FOS Internal: Sales, Commercial, Marketing, Solutions, Finance, Collection, Order login, Network	
	Necessary	Preferred
Qualification	Graduate + MBA (Mktg) Or Engineering Graduate	MBA / Post Graduation
Overall Work Experience	6 - 10 years of Experience in Enterprise Sales	Experience of Enterprise Selling/ B2B sales/ managing large Channels
Behavioral Attributes	Understanding of wireless & wire line telecom solutions. Innovative and flexible in strategizing GTM Approach	Strong cross functional skills to collaborate with commercial, program Management, Technology and Finance.