CNSG Inside Channel Manager Position

Converged Network Services Group (CNSG) – Why work for us?
CNSG is the Premier Master Distributor for Connectivity, Cloud and Cloud Enablement. CNSG provides assistance with every aspect of Discovery, Design and Delivery. Our leaders are former C-Level Carrier Executives and we have one of the most tenured sales teams in the industry.

CNSG is committed to the core philosophy of earning business by building and maintaining true partnerships with every Customer, Partner and Supplier. This unwavering commitment to the success of our partnerships has enabled CNSG to be recognized as the fastest growing Master Agency in the Channel.

We have experienced 100% growth every year over the past 6 years and look to maintain that trend. As part of our continued growth strategy, we are seeking an Inside Channel Manager to join our sales team. This is a tremendous opportunity to work alongside sales veterans with 10+ years of experience, best of breed suppliers and a team of CNSG staff and agent partners that treat each other like family. We offer a lucrative compensation plan with base salary and commission. The Inside Channel Manager role is designed to be an entry point into higher positions within the CNSG sales and marketing teams; candidates that excel in this role will be rewarded with career options that offer greater levels of compensation and responsibilities.

Position Summary
The Inside Channel Manager recruits new partners and maintains / expands relationships with existing partners. The primary focus will be identifying and recruiting new partners to sell connectivity, cloud and cloud enablement services in tandem with the CNSG sales team and supplier channel managers. This will be accomplished by contacting prospective partners via phone, email and social media to initiate engagement with the CNSG sales team, as well as, inviting partners to CNSG recruitment, appreciation and training events.

Primary Responsibilities
- Identifies prospective partners using Hoovers, D&B, social media and other sources.
- Contacts prospective partners via phone, email and social media to initiate interest in CNSG.
- Schedules and coordinates prospective partner introductory calls and meetings with the CNSG sales team.
- Assists CNSG sales and marketing teams with partner events, including phone, email and social media communication to drive attendance, tracking RSVPs and attending events as needed.
- Builds and maintains a detailed database of prospective partners, including company info, important contacts and status of CNSG partnership. Enters this data in RPM as needed.
- Provides regular reporting (e.g. weekly, sometimes daily) to CNSG Director of Sales and leadership team regarding progress, challenges, ideas to improve the recruitment process, etc.

Accountability and Performance Measures:
- Achieves assigned monthly recruitment quota, including partner attendance at events.
- Provides CNSG Director of Sales and leadership team accurate and comprehensive reports.
- Maintains high partner satisfaction ratings that meet company standards.
- Maintains positive attitude, acts as a role model for other CNSG staff, is a good team player.
- Completes required training and development objectives as needed.

Position Requirements:
- Bachelor's degree in Business, Marketing or Communications or equivalent combination of education and related work experience.
- Intermediate to Advanced Ability in Microsoft Word, Excel and PowerPoint.
- Ability to prioritize and handle multiple tasks.
- Excellent organization skills; superior attention to detail.
- Excellent communication skills, including the ability to exercise assertiveness to influence others so as to create desired sales results.
- Ability to follow directions from CNSG Director of Sales and leadership team.
- Ability to work the required hours of the position. To be successful, candidates will work a minimum of 40 hours per week. The majority of that time will be spent in the CNSG offices.
- Ability to travel for partner events as needed.