



FUJITSU HONG KONG LIMITED
JOB DESCRIPTION

Position: Channel Alliance Manager

Division / Department: Digital Co-Creation Business

Job Description:

- Channel Development and Management
 - Identify, recruit and on-board new channel partners to build business
 - Manage new and existing channel partners to increase Fujitsu Platform Product sales
 - Coordinate with partners to identify new business opportunity for revenue generation
 - Increase stickiness with key partners and customers to build repeatable business using high-touch sales approach
 - Conduct monthly business review with partners and recommend improvements
 - Coordinate with partners to create and execute business plan to meet sales goals
 - Analyze market trend and accordingly develop channel sales plans to increase brand awareness
 - Working with product marketing team to establish effective channel programs to generate incremental product revenue.
 - Ensure that partners are up-to-date on product information
 - Stay current with latest developments in marketplace and competitor activities
 - Develop positive working relationship with partners to build business

- Alliance Development and Management
 - Identify prospective strategic alliance partners
 - Develop and manage strategic alliance e partners
 - Acquire and develop business with strategic alliance partner
 - Develop and execute detailed joint business plan with strategic alliance partner, including revenue and customer adoption targets, solutions packaging, software licensing, go-to-market plans, etc
 - Develop and execute enablement plan for sales, pre-sales and delivery team
 - Maintain Fujitsu's accreditation with strategic alliance partners

Job Requirement:

- Degree holder in Information Technology/Business or related disciplines
- Minimum 5 years' solid experience in selling IT infrastructure platform products, solutions and services, familiar with enterprise system such as server, storage and security are essential for the post
- Familiar with requirements of channel partners
- Strong business sense and market networking
- Dynamic, aggressive and sales oriented
- Excellent communication and presentation skill
- Good command of spoken and written English and Chinese, Putonghua is an asset

Attractive remuneration package will be offered to the right candidate. Please send full resume with expected salary to hr@hk.fujitsu.com or WhatsApp 6899 5510. Only shortlisted candidates will be contacted. All information provided will be treated in strict confidence and used only for recruitment purposes.