

Channel Partner Manager

Riskex has enjoyed year-on-year growth for more than 20 years, primarily selling direct to market and now has ambitious plans to accelerate growth through the introduction of a Consultant Partner Programme. As a result of these plans, we are now looking for a target-driven, dynamic and experienced Channel Partner Manager with a working knowledge of either the SaaS technology or Health and Safety sectors, to join the team. This brand-new, pivotal role will be reporting to the Managing Director and is primarily based in our Milton Keynes offices.

The ideal candidate will be responsible for developing, managing, and growing our sales through channel partners. This role requires a strategic thinker with a proven track record in channel sales, excellent communication skills, and the ability to build and maintain strong relationships with partners. The Channel Partner Manager will work closely with our commercial and product teams to ensure that channel partners are well-supported and equipped to sell and advocate our products and will be hands on training partners on our products and services. This position will also involve identifying new channel partners, negotiating contracts, managing partners' lead and deal registration, and ensuring sales revenue targets are met.

The successful candidate will develop a deep understanding of our sales process, have strong analytical skills, and the ability to work in a fast-paced environment. If you are a results-driven individual with a passion for sales and a knack for building relationships, we would love to hear from you. A key part of this role will be the ability for you to carry out live, online demonstrations of our software solutions and be able to ascertain specific partner needs, and understanding how our product features translate into benefits will be key in planning demonstration requirements.

At Riskex, we believe in fostering a supportive and collaborative working environment where every team member is valued and empowered to succeed - join our team and be a part of a company that truly cares about its employees' well-being and success.

Key Responsibilities & Critical Success Measures

- Develop and implement channel partnership strategies to achieve lead management and sales targets.
- Identify, recruit and manage channel partners and maintain strong, mutually beneficial relations with them.
- Provide training and support to channel partners to ensure they are equipped to sell our products.
- Collaborate with the commercial team to develop sales tools and marketing materials.
- Monitor and analyse sales performance through channel partners.
- Negotiate contracts and agreements with channel partners.
- Conduct regular reviews with channel partners to assess performance and identify opportunities for growth.
- Stay up to date with industry trends and competitive landscape.
- Provide regular reports on channel sales performance to senior management.
- Resolve any issues or conflicts that arise with channel partners.
- Develop and implement promotional plans to motivate channel partners.
- Ensure compliance with company policies and procedures.
- Maintain all records related to your activity within the Riskex CRM system, following all processes consistently, accurately and to a high standard.
- Build and maintain product knowledge: understand the business and technical problems that our solutions address. Stay current on the Riskex product roadmap, understanding the features and functionality of all product modules and packages, and how these are applied to address client needs.

- Bachelor's degree in Business, Marketing, or a related field.
- 5+ years of experience in channel sales or a related role.
- Proven track record of achieving sales targets through channel partners.
- Excellent communication and interpersonal skills.
- Strong analytical and problem-solving skills.
- Ability to build and maintain strong relationships with partners.
- Experience with CRM software and sales analytics tools.
- Strong negotiation and sales closing skills.
- Ability to work independently and as part of a team.
- Strong organisational and time management skills.
- Ability to work in a fast-paced environment.
- Proficiency in Microsoft Office suite.
- Experience in the health and safety market is a plus but not a prerequisite.
- Teamwork and collaboration – high sense of ownership and urgency to get the job done.
- Comfortable with using technology to demonstrate products.
- Proactive, motivational, tenacious, committed and hungry to succeed.
- Strong communication and influencing skills, comfortable leading meetings.

About Riskex

Ground-breaking innovators of cloud-based software since 2004, Riskex delivers the market-leading Health, Safety software brand – AssessNET. Based in modern offices in Milton Keynes, we support organisations across the UK and globally to reduce risk by streamlining compliance processes, gathering better safety data and providing total visibility on the performance of risk management initiatives at a strategic level.

We are an established business with a strong financial base but have the agile mindset of a start-up. Having proven our technology in a highly competitive landscape, we now want to scale our business to move to the next level.