

## VP, Consulting, Asia Pacific

### The Company

[Channel Dynamics](#) is a boutique channel consulting firm with offices in Sydney and Singapore. Our client base is made up of ICT Vendors and Distributors. We assist our clients to achieve greater results by selling more effectively to, and through, their channel. We consult to our clients in areas such as:

- creating their ideal channel strategy
- selecting the right partners
- training their partners
- developing meaningful channel programs

### The Role

We are seeking an experienced and talented channel professional to head up our Asian office, based in Singapore.

The role is a combination of **Business Development, Consulting and Training**. The responsibilities will include:

- uncovering new opportunities
- understanding clients' requirements
- writing the proposal
- developing the customised solution (around our consulting and/or training services listed below)
- delivering the solution to clients

Typically, in this role you will be delivering:

#### Consulting

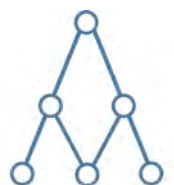
- Developing Channel Strategy
- Conducting Market Research
- Facilitating strategy meetings
- Distributor/Partner Selection
- Building Channel Programs
- One-on-One Coaching

#### Training

- Channel Management
- Sales Skills
- Business Acumen
- Presentation Skills
- Negotiation Skills

### The Benefits

- **Work/Life Balance.** This role is ideal for an experienced channel professional looking for the opportunity to run their own business, work from home and manage their own time. You can work as hard (or as little) as you want - and of course generate an income commensurate with your efforts.
- **Set Your Own Goals.** You are responsible for the growth in Asia. There won't be anyone above you setting targets as you will be responsible for how you run the business.
- **Exceptional Resources.** You will have access to our proven methodologies and established resources.



- **Leverage Our Reputation.** Channel Dynamics has earned an enviable reputation as a market leader by successfully consulting to some of the largest ICT companies in Australia and New Zealand. And, we already have a client base in Asia to build on.

### The Requirements

- **Channels Experience.** 10+ years in senior channel roles (Vendors and/or Distributors). You are a subject matter expert on channels and can provide strategic advice on all matters relating to partnering.
- **Entrepreneurial Personality.** You'll be running your own business. This will have some of the challenges of a start-up, balanced by the advantages and resources of an established and successful international business.
- **A True Consultant.** You will be working with some of the most high-profile ICT companies in the Industry. You will need to competently understand their situation and then use your expertise and experience to provide advice to help them grow through successful partnering.
- **Sales Ability.** Whilst we have existing clients in Asia, you will be mainly developing new business. Your ability to sell yourself and your capabilities is crucial.
- **Outstanding Presentation Skills.** Whether you're training or consulting, you will be delivering recommendations to clients on how to improve their business. You'll need to be articulate, compelling and comfortable presenting to a room of executives.
- **Analysis and Writing Skills.** As a Consultant, you will need to collect information, analyse data, analyse the findings and present your recommendations in a professional and logical report.
- **Great Contacts.** A wide network of industry connections will be invaluable.
- **Desire to Work Autonomously.** You must be self-disciplined. You will not have staff to delegate to - or managers to tell you what to do.
- **Self-Motivation.** Again, you are responsible for running your business. Your income will depend entirely on what you can develop and what you can deliver. Every project you find, develop and complete will be a direct result of your own actions and initiative. The harder you choose to work, the more you can make.
- **Home Office.** Not easily distracted, you will need to have an environment that enables you to work without interruption. You should be capable of managing your own IT infrastructure.

To register your interest in this career opportunity, please email your current resume to [info@channeldynamics.com.au](mailto:info@channeldynamics.com.au).

Short-listed candidates will be contacted to discuss their expectations and this role in more detail.

