

Hiring: Channel Sales Manager (SaaS)

This is an exciting opportunity to join a rapidly growing, market-leading Australian Property Tech company that is going from strength to strength.

At **MYBOS**, we value independence, flexibility and personal growth. We're a fast-growing Australian technology company that embraces innovation and encourages our team members to push boundaries and reach new heights. With our Sydney Olympic Park office and hybrid working model, we offer the perfect blend of work-life balance.

As the **Channel Sales Manager**, you will be responsible for developing and executing the channel sales strategy, building and managing relationships with channel partners (strata management companies, developers) and driving revenue growth through these strategic alliances. You will work closely with the sales, marketing and product teams to identify opportunities, develop go-to-market plans and deliver exceptional results. This is a strategic role that requires a strong understanding of enterprise software (MYBOS and our competitors) as well as a proven track record in channel sales.

As a Channel Manager, you'll be responsible for:

- Actively seek out strata companies and developers to partner with, get referrals from, and drive them as resellers of the MYBOS solution to their portfolio.
- Guide new channel partners through the onboarding and training process to ensure seamless integration into the partnership.
- Collaborate with Sales Executives to aid in the growth and scalability of channel business.
- Coordinate with various teams to prioritise partner-related tasks and maintain clear communication channels.
- Present value propositions and important messages to partners to highlight product benefits and distinctions.
- Utilise CRM to consistently manage forecasting and pipeline activities.
- Meet or exceed quotas set for key partners.
- Stay informed about our clients' requirements, competitor offerings, industry trends and developments.

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- Monitor and report on partner-driven deals and initiatives.
- Effectively communicate product launches, promotions and marketing programs to partners.
- Collaborate with partner marketing to execute marketing strategies that generate leads and foster field engagement.
- Maintain primary responsibility for managing relationships with partners.
- Take on additional responsibilities and projects as needed.

About You

- Excellent communication skills – verbal and written, as a large portion of your role will be opening up doors with new clients and completing product demos to close deals.
- Sales are in your DNA. You love to close deals and achieve your targets.
- 4+ years channel sales experience delivering on revenue and contract KPIs.
- Experience selling into strata companies.
- Experience using a CRM, updating sales activity and forecasting.
- Proven track record in working within a sales team.
- Sydney-based, Hybrid working model.
- Permanent working rights in Australia.

Nice to have

- Business degree or related background
- SaaS experience
- Immediate start
- Have contacts at strata companies you can leverage