

**POSITION:** Channel Coordinator

**REPORTS TO:** Head of Indirect Sales

**OBJECTIVE OF THE POSITION**

- To develop the Channel Service Matrix for BTC in line with the Commercial Strategy and identify activities that need to be taken to implement this matrix; managing its implementation and deploying the common, standard systems across all Channels.
- Manage Dealers and Partners, and evaluate their performance.
- Support the e-Channels, Banking Channels, Virtual Channels and Direct Dealers and Sub Dealers
- Support and evaluate channel performance.

**QUALIFICATION**

- Degree in Business Administration/Management or equivalent

**EXPERIENCE**

- 5 years' experience of Channel management in a telecommunications environment

**LEGAL CERTIFICATION / PROFESSIONAL MEMBERSHIP**

- Certified Inside Sales Professional (CISP)