



Wenco International Mining Systems (www.wencomine.com), a subsidiary of Hitachi, is a software development and technology company that provides a series of technology product lines related to optimization and improvement of mines and material movers worldwide. Some of our products include:

- GPS-based fleet management systems
- Collision avoidance safety systems
- Asset Health and predictive maintenance
- Optimized Smart Dispatch
- Autonomous trucks and specialized automation
- Analytics and BI

As Wenco continues to build the next generation of technology, we need a wide range of professionals to help us achieve our objectives. We are currently looking for a full-time **Channel Manager** to join our head office in Richmond, BC.

This position will be the primary managerial-level business relationship contact with the Wenco Global Partners. You will serve as the primary point of contact between the Partner and VP Sales and Services. Reporting to the VP Sales, you will play a key role in ensuring Partner compliance, satisfaction, service delivery, and sales goals, through the development, refinement, and adherence of overall processes, regional KPI's, reporting, and deliverables from both Wenco and the Partner. You will work promote efficiency and organizational profitability through the evolution of processes and systems, as well as the implementation of strategic business initiatives and forecasting.

Key Deliverables and Responsibilities:

- Build relationships at Managerial level with identified Wenco partner accounts
- Create awareness and report on monthly/annual targets for partner investment, partner activity and partner results including but not limited to, sales, and margin contribution specific to assigned Wenco accounts
- Oversee development and support of Wenco partners in all aspects of the Wenco Partner program
- Serve as a global process owner and work to maintain high integrity and high-performing systems and processes
- Assist Regional Managers in qualifying, enabling target partners and driving business plans in assigned region with assigned end user accounts
- Travel as required to build new, and nurture existing relationships
- Attend company and team meetings, as well as onsite and offsite trainings and events as Executive representation of the program
- Coordinate activities with broader Wenco teams including but not limited to Sales, Client Services, and Training, to ensure Partners have the necessary resources.
- Position role as consultative, advisement and subject matter expert on business development
- Develop synergistic role dynamics with our Wenco teams and resources
- Present Wenco message to reseller partners and prospects through one-on-one, live meetings or recorded events
- Maintain product/service knowledge



EXPERIENCE, KNOWLEDGE, SKILLS AND ABILITY REQUIRED:

Experience, Knowledge & Requirements

- Bachelor of Arts or Bachelor of Science Degree (advanced degree preferred)
- 10+ years of industry and/or sales, executive account management, or business development experience
- Demonstrated trusted advisor experience working with customers and partners
- Strong financial background
- Business understanding of a Partner's challenges and marketplace
- Subject matter advisor level understanding of financial concepts specific to a given task
- Salesforce.com user component experience

Skills and Abilities

- Verbal and written communication skills
- Ability to present in-front of audience
- Numerical reasoning skills
- Self-motivated with ability to prioritize and execute
- Strategic planning skills

WHY JOIN WENCO?

- We provide opportunities for **career-growth** within a fast scaling company
- We offer an **extensive benefits** plan, including a **personal/health spending allowance**
- We provide a **fun** working environment, including Fresh Fruit Mondays and Popcorn Fridays, monthly employee engagement activities, and on-site games such as Ping-Pong, Foosball, Big Jenga and Connect 4
- We offer opportunities for continuous training and **professional development** (in-house and external) to learn the latest technologies
- We offer our employees a **profit-sharing** plan that provides them with the benefits of their hard work
- We provide **free parking** and **shuttle service** for employees using transit
- We are heavily involved in the **community** and join various events of non-profit organizations
- We pride ourselves on our **company culture** (our last Employee Survey resulted in a score of 100% in **inclusiveness and diversity**)
- We offer much more!

Wenco advances the efficiency and safety of the world's surface mining equipment through our fleet management systems. We are committed to providing a stable yet exciting workplace environment for individual employees to build and grow their career with the Company.

Wenco is an Equal Opportunity Employer.

Disclaimer

The information in this description has been designed to indicate the general nature and level of work performed by employees. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities, and qualifications required of employees assigned to this job. It is not intended as an employment contract. Job descriptions are subject to change, which may not necessarily affect compensation.