



National Channel Manager (ICE)

PHOENIX CONTACT Ltd.
8240 Parkhill Drive
Milton ON L9T 5V7
Phone: 800.890.2820
www.phoenixcontact.ca

Location: Ontario, Canada

The National Channel Manager (ICE) is responsible for managing the activities and development of the Authorized Channel Partners (Distributors and Solution Partners) in the Canadian market. This role will work in close coordination with the Industrial Management and Automation Manager (IMA), Regional Sales Managers (RSM) in the regions, the Product Marketing (PM) teams and look to further develop and expand the Canadian Sales Channel.

The National Channel Manager (ICE) is responsible for implementing the ICE and IMA sales and marketing strategy for the channel as defined and managed by the National Sales, ICE and IMA segment managers.

The National Channel Manager (ICE) collaborates with the RSM and Account Managers to optimize sales of ICE/IMA products into Industrial markets with the channel.

POSITION RESPONSIBILITIES

- updated distributor agreement program nationally with the existing distributor partners.
- Identify and assess potential solution partners across a variety of clusters, segmented by industry, geography, or a specific technology of expertise.
- Working with the IMA Manager, develop a business plan semi-annual review process to track and improve the performance of Solution Partners.
- Develop an Omni Channel Plan for Canada, reviewing the existing channel and go to market strategy and identifying the customer needs and future trends to model.
- In coordination with the PM and RSM develop Distributor sales targets for overall sales in ICE and IMA as well as strategic product targets under the CO-OP program.
- Working with the PM and local RSM manage the CO-OP program with each participating distribution partner on a quarterly basis.
- Working with PMs, RSMs and Logistics ensure Distribution Partners carry the right inventory to support the current business and future business development.
- Working with Regional Sales Managers ensure 3 quarterly business review meetings are occurring with each Distribution Partner.
Working with the National Sales and General Manager develop a target list of potential new Distributors to start regular discussion meetings to look for opportunities to expand our channel partners.
- Utilizing the Electro Federation, leverage the members to develop the Phoenix Brand within the organization and amongst the members.
- Work closely with the sales channel on a timeline for digital transformation of their businesses in e-commerce



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QUALIFICATION REQUIREMENTS

- University degree and/or College Technician/Technologist diploma.
- 10-15 years business leadership experience in an industrial sales company with national experience.
- Excellent understanding of Canadian electrical market and the regional and national distribution channel servicing the markets nationally.
- Excellent understanding of the customer sales cycle, including fulfilment.
- Experienced management skills within multiple levels of an organization

ESSENTIAL JOB REQUIREMENTS

- Attendance in accordance with company policies and participation in local, regional, and (inter)national meetings
- Must be able to travel overnight as required
- Must have a valid driver's license

We are offering an attractive remuneration package, employee benefits and the opportunity to contribute to a fast-paced growing company with dynamic leadership and a history of growth and profitability.

Awarded one of Canada's Best Workplaces, we recognize people as our most valuable resource. We are an equal opportunity employer.

To apply for this position:

Interested candidate may reply in complete confidence by submitting a resume with a summary of achievements to **Tricia Kawado** at **TKawado@phoenixcontact.com**

We appreciate your interest; however only candidates selected for interviews will be notified.