



Cambium Networks

**JOB DESCRIPTION – Channel Business Development Manager**

**Location: Southeast states. You can be based in these states with access to a main airport: AL, GA, FL, KY, MS, NC, SC, LA, TN, VA.**

Date: Aug 17<sup>th</sup>, 2021

<b>Department Description</b>
<p>Cambium Networks: As the company that pioneered fixed wireless internet and connected millions of people around the world, we continue to be passionate about innovation and bringing state of the art technology to the world. By joining Cambium Networks, you are given a unique opportunity to be empowered, learn, grow personally and professionally.</p> <p>A culture of out of the box thinking, encouragement, risk taking, sense of ownership awaits you to take your personal and professional growth to new heights. Are you ready to join this journey?</p> <p><b>Exciting opportunity:</b>          We are looking for a channel development manager to work very closely with a very large North America based distributor of Enterprise and Security products. The role provides endless opportunity to grow a business from the ground up with support from a very strong channel partner.</p>
<b>Scope of Responsibilities &amp; Position Expectations</b>
<p>You will:</p> <ul style="list-style-type: none"> <li>• Work as the primary point of contact for all sales and business development activities with the channel partner.</li> <li>• Develop a strategy to grow the business across the security and enterprise portfolio of products.</li> <li>• Identify strategic partnership opportunities and execute on the partnerships to bring incremental business for both enterprise and security segments.</li> <li>• Execute high level sales training and technical training sessions across the product lines to the channel partner sales team.</li> <li>• Engage and build product demand with end users, re-sellers and VARs from the Enterprise and Security segments of the channel partner business.</li> <li>• Provide regular updates on the health of the business from a sales, business development and overall strategy perspective.</li> <li>• Maintain key performance indices (KPIs) for number of security partners recruited, webinars held, enterprise resellers recruited while working with the channel partner. Report on these statistics regularly.</li> </ul>



- Work closely with the product teams on both the security and enterprise side to bring feedback from the market and assist in direct engagement as necessary. (i.e. Large customer/opportunity presentations)
- Keep a regular cadence of nurturing the channel partner sales team. Keep Cambium brand front and center with the broader organization and capture mind share.
- Understand competitive landscape and provide collateral to feed to sales and channel teams.
- Hold webinars to promote the solutions to the partner/customer base.
- Stay abreast of new technology/trends and industry eco system.

#### Knowledge/ Skill Requirement

- Bachelor's degree. Technical degree or equivalent experience is a plus.
- Minimum 5 years of experience.
- Domain experience: Indoor/Outdoor security space (CCTV) & Enterprise Networking and WiFi.
- Prior experience working with mid/large security integrator or channel partner is a plus.
- Customer communication and presentation skills.
- Deliver training session to new and current channel partner and end customers.
- Ability to demonstrate equipment and network management tools after receiving appropriate training.
- Self-motivated and able to work independently to develop and execute technology strategies with minimal input from sales manager.
- Carry a sales quota and independently develop plans to achieve quota.

#### What's in it for you?

At Cambium Networks, you will be presented with a very unique opportunity to exercise various parts of your knowledge and experience in a manner where sometimes it will feel like you are working at a startup without the stress of being at a startup. If you are looking for a position that you look forward to every morning, this would be it. Dynamic, flexible work environment with passionate, encouraging people around you, this position gives you the ultimate place to nurture and grow all your skills. You can rise to challenges you set for yourself with support from everyone around you and then get rewarded for what you have achieved. You are encouraged to think out of the box, take risks and truly have fun while doing this.