

**Job Title: Channel Sales Manager**

**Location:** Koparkhairne, Mumbai

**Experience:** 7-8 Years

**Qualification:** B.E / B.Tech (Mechanical/Electrical)

**Company:** Advanced Bolting Solutions P Ltd (ABS) - [www.absgroup.in](http://www.absgroup.in)

**JOB DESCRIPTION** (roles/responsibilities/authorities)

- Identify and onboard new partners (dealers/distributors) while maintaining relationships with existing partners.
- Establish productive and professional relationships with key personnel in assigned partner accounts/territories.
- Understand customer and business needs to cross-sell and up-sell the company's products.
- Coordinate with internal teams, including technical, inside sales, and management, to meet customer/partner expectations.
- Act as a bridge for communication between customers/partners and the engineering team.
- Assess, clarify, and validate partner needs and performance at regular intervals while ensuring a high partner satisfaction rate.
- Coordinate with other sales channels and the CRM team to avoid conflicts.
- Lead solution development efforts that address end-user needs while coordinating necessary company and partner involvement.
- Ensure partner compliance with agreements.
- Supervise partner sales personnel and maximize sales.
- Attend industry events and conferences to build relationships and promote the company.
- Manage sales funnels, forecast trends, and seize sales opportunities.
- Drive and manage sales efforts.
- Monitor industry trends and stay updated on competitors and market conditions.
- Handle payment follow-ups and collections.
- Prepare and submit monthly/quarterly reports on sales conversion, sales targets, and progress.

**JOB SPECIFICATION** (educational qualification/experience/skills/etc.)

- 7-8 years of experience in selling industrial products.
- Prior experience in dealer/distributor management is mandatory.
- Strong understanding of the industry, particularly in dealing with Tier 1 private and public sector customers, dealers, and channel partners in industries such as Oil & Gas, Power, Steel, Fertilizers, and Infrastructure.
- B.E./B.Tech in Mechanical Engineering (preferred).