

POSITION TITLE:

Partner & Channel Manager Tribexchange (web platform)

DEPARTMENT: Sales

LOCATION: Wenatchee, WA

COMPENSATION: Negotiable - Based on experience

SCHEDULE: Full Time

SHIFT: Day

TRAVEL: Regularly

JOB DESCRIPTION:

Channel manager will identify, sign up and manage relationships with prospective partners for the company's web platform to include but not be limited to advertisers, customers wishing to use the ecommerce platform to sell products and services and tribal governments and enterprises that wish to trade on the platform.

KEY RESPONSIBILITIES:

- Work with product and marketing managers to develop advertising packages
- Identify and present packages to advertisers, sign up and manage relationships
- Responsible for meeting monthly, quarterly and annual goals for platform advertising
- Work with product and marketing managers to develop ecommerce packages
- Identify and present packages to customers for ecommerce platform
- Responsible for meeting monthly, quarterly and annual goals
- Attract and sign up tribal organization for platform ecommerce, negotiate and solidify trade relationship
- Onboard various partners and customers
- Manage various partner and customer relationships

QUALIFICATIONS:

- Bachelor's degree or equivalent
- Preferred strategic sales background
- 3 to 5+ years of customer relationship management experience
- Relevant telecom and online experience
- Excellent customer service skills
- Experience working directly with customers and internal stakeholders
- Excellent written, verbal and presentation skills

SCREENING BEGIN DATE: March 6, 2017

POSTING CLOSE DATE: Depending on Applicant Pool

REQUIRED APPLICANT DOCUMENTS:

- Resume
- Cover Letter
- Three professional references

BACKGROUND CHECK:

Requires a background check.

ABOUT US:

Native Network, Inc. helps Native American Tribes connect with communications technology so they are empowered to reduce costs, generate revenue, create jobs and ultimately diversify their economies. Native Network provides professional services, wholesale telecommunications services, a web based ecommerce platform & full suite of software offerings to enable customers with the tools to connect & realize the benefits of the 21st century digital economy.

OUR CORE VALUES:

As members of Native Network, Inc's organization, we shall strive to exceed our customers', employees', shareholders' and communities' expectations by conducting our business with the following values as our guide.

We:

- Are customer focused and quality driven
- Have a sense of urgency
- Deliver on what we promise
- Are honest and respectful
- Work as a team
- Have a passion for excellence
- Will do whatever it takes

EEO/AA STATEMENT:

Native Network, Inc. is an Equal Opportunity employer. All qualified applicants will receive consideration for employment without regard to race, national origin, age, sex, religion, disability, sexual orientation, marital status, veteran status, gender identity or expression, or any other basis protected by local, state or federal law. This policy applies with regard to all aspects of one's employment, including hiring, transfer, promotion, compensation, eligibility for benefits and termination.