**Executive, Channel Management**

Near Jurong East MRT Station

**Responsibilities:**

* Management of channels for both the B2B (Commercial & Industrial) and B2C (Residential) markets.
* Establish and reinforce work and order management processes with channels.
* Provide support to channel agents to identify and drive sales acquisitions.
* Training and guidance to channels and channel agents.
* Preparation of channel reports, including and not limited to performance and commission reports.
* Liaison with both internal and external stakeholders in the management and participation of campaign activations.
* Proactively access, clarify and align channels’ needs with respect to contractual agreements.
* Monitor cases by customer service team to ensure prompt follow-ups and closure of cases.

**Requirements:**

* Possess a diploma/degree in Business or Marketing, or equivalent. (Diploma holders will be considered for an Officer position)
* A team player with good interpersonal and communication skills, achievement orientation and results driven.
* Self-motivated, independent with good initiative.
* Possess good presentation, negotiation skills and influencing skills.
* Minimum 1 to 3 years of relevant experience is preferred.

**Other:**

* 5-day work week.
* Ad-hoc weekend duties required.

**Interested applicants, please forward your detailed resume with enclosed photograph including your last drawn salary, expected salary and availability to** [**HR.SG@pacificlight.com.sg**](mailto:HR.SG@pacificlight.com.sg)

**Please indicate the position that you are applying on the subject.**

**(All applications will be treated in strictest confidence. We regret that only shortlisted candidates will be notified)**