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Sales & Marketing Talent For Growth

Channel Marketing Strategist – Kent WA

Our Client is a global marketing agency, with specialties in Channel, B2B and Consumer marketing. Their offices are located throughout the U.S., in London and in Singapore.

Their clients are market leaders that include Microsoft, Cisco, Hewlett Packard American Airlines, Siemens, Cablevision, Alltel Wireless, Hitachi, and Seagate (just to name a few!).

Position Overview:

Our Client's Seattle office is seeking a **Channel Strategist** to provide channel marketing intelligence, insights, observations, analysis and recommendations to their clients in support of their partner marketing strategy, programs, product launches, promotions and campaigns. This position is located in their Kent, WA office.

The successful candidate must have experience developing integrated channel marketing plans and campaigns that serve diverse partner segments (system builders, value-added resellers, ISVs). Consulting, analytical thinking, client service, marketing plan development, and project management are key elements of this role. The Channel Strategist must be comfortable interacting with and presenting to director and executive level management.

Responsibilities:

- Review and assess the effectiveness of vendor partnering programs, channel marketing programs, web sites and tools, and provide gap analysis and recommendations that map to client initiatives and benchmarks.
- Develop new partner marketing programs, promotions, campaigns and collateral.
- Supervise and manage the execution of marketing deliverables.
- Act as an effective influencer, collaborate with internal resources (IS/Web Developers, Account Services, and program operations) and coordinate external vendors as required.
- Support new business development as needed, including the preparation of presentations, proposals, budget estimates and RFP/RFI responses.

Position Requirements:

- Must have a Bachelor's Degree and at least 3 years of experience in channel marketing program management and development, and preferably 3-5 years experience working in an agency environment, with a history of superior client service.
- Excellent understanding of channel market
- Experience and knowledge in high tech industry important



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- Must be strategically focused
- Must have excellent presentation skills
- Must be a motivated self-starter with integrity and a strong work ethic
- Excellent communication, interpersonal, organizational and planning skills
- Extremely detail-oriented and able to work in a fast-paced environment on multiple projects for multiple clients at any given time
- Able to act independently

This position offers a base salary between \$70,000 and \$80,000 depending on experience and a competitive benefits program. For consideration please email your resume to recruiting45@cubemanagement.com.

Cube Management helps companies accelerate their sales, by providing the Sales & Marketing talent they need to grow their business. Cube is a leading recruiting and consulting partner to mid-market and emerging growth companies in the technology, manufacturing, healthcare and business service sectors. We work across the spectrum of Sales, Marketing and Business Development, providing holistic solutions that drive revenue and profit success. Cube Management combines Strategy, Process and People, to produce great results. For more information on current job openings, please visit our website at www.cubemanagement.com