



Redfaire is Recruiting a Global Sales & Channel Manager

The Company:

Redfaire is a fast-growing, international technology company with operations in the UK and Ireland. We implement and manage Oracle ERP (JD Edwards) on Oracle Cloud infrastructure as well as developing our own software solutions for the same install base of JD Edwards customers.

Redfaire is also founding member of the global JD Edwards practice Redfaire International which provides consulting services, managed services and cloud infrastructure services to a diverse range of clients and geographical locations.

The common denominator among our clients is the strategic use of Oracle technology, (JD Edwards and Oracle Cloud Infrastructure), to build sustainable competitive advantage.

You will be joining a dynamic, international and ambitious team.

The Role

Redfaire has an immediate need for a Global Sales & Channel Manager to join our expanding team. This is a full-time role operating remotely from home.

This is a key role in the organization and the successful candidate will work closely with our Sales Leadership, Customer Success and demand generation and marketing teams.

Key focus areas of this role include;

- Managing and developing international channels via Oracle Sales teams and our international partner network
- Expanding our market base and generation of opportunities in the US and other key target markets.

The product focus of this role will be:

- Redfaire's owned SaaS offerings : extensions to JD Edwards Enterprise One in areas such as Manufacturing, Service Management and Finance, leveraging modern orchestration and low code / no code tools and techniques.
- Redfaire's leading data management and archiving solution for JD Edwards – Datawaire.
- Oracle Cloud Infrastructure (IaaS) and related managed services for JD Edwards install base customers.

Key Responsibilities

Reporting to the Sales Director and CEO, the Sales & Channel Manager's responsibilities include (but are not limited to)

- Developing a deep understanding of the value proposition of Redfaire solutions and effectively communicating this understanding to prospective customers.
- Managing a high volume of sales cycles with prospective customers.
- Efficient use of our CRM systems, working with sales support team.

- Build profiles of prospective clients using publicly available information working with our inside sales team.
- Meet all performance objectives as defined by management.
- Implement best-practices in digital selling and account-based marketing.
- Working with new and existing channel partners and overseeing any product offering on-boarding process.

Candidate Skillset

- Bachelor's degree preferred or equivalent experience; Business or Marketing focus or a relevant technical qualification.
- Minimum 4 years' experience in a professional technology sales or sales solution environment.
- Experience of driving channel sales ideally within an ERP install base.
- Some experience of positioning IaaS, PaaS or SaaS offerings, ideally with Oracle or similar technologies.
- Understanding of cloud technology at a high level.
- Strong oral and written communication skills with excellent time management abilities.
- Experience of digital (remote) selling (occasional travel will be required).
- Strong detail orientation with the ability to follow defined processes and proven experience of working in a results driven environment.
- Strong MS Office skills are essential and experience with CRM systems is advantageous
- Ability to work effectively with and assist others in a team environment
- Additional language is also advantageous but not essential.

To apply

Please send your CV to careers@redfaire.com