

**Channel Manager**  
**Pittsburgh, Chicago, and L.A.**  
**Level (3) Communications LLC**

**Job Summary:** The primary responsibility for this position is to identify, recruit and develop business partners and generate revenue through relevant corporations or organizations able to sell new and existing Level 3 services and products to business-to-business clients. This is a Sales, not a Marketing position; however, the mix of duties is approximately 90% sales and 10% marketing.

**Accountabilities** include identifying, establishing, penetrating, and strengthening key alliances in the telecommunication and technology community; driving revenue through the alternate channel (i.e. Direct and Master Agent's Sub-Agent) programs; managing a base of customers for renewals & revenue retention. Candidate should have experience in selling high end IP products such as DIA, MPLS, Private line and ethernet access. Candidates with systems integrator and telecom channel partner backgrounds will be strongly considered.

- Recruit, Enable, Engage and Retain a select list of our to agent partners
- Secure a monthly and quarterly new sales quota for all field sub agents of masters and all direct business of the agents
- Conduct monthly reviews with Senior Indirect Channel Executives on program status
- Work on daily/weekly basis with senior executives and staff of key Agents
- Develop training and on boarding programs for Agents to ensure sales readiness for Level 3 products