

## JOB DESCRIPTION

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Position Title: Channel Partnerships Manager Department: Sales & Marketing  
Reports To: CEO Salary Range: Negotiable

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### Position Summary:

As a young and growing manufacturer of WLAN hardware and security solutions, we are looking to extend penetration of our products in the German market to small and medium sized IT solution and service companies. The target group is small distributors, IT-Service companies and end-to-end infrastructure providers. Underlying goal of activity is to expand product sales using sales multipliers during 2005.

To this end we look to engage on our team a career salesman with experience in developing and managing channel relationships.

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### Essential Job Functions:

1. Shortlist potential partners, initiate sales-processes and enlist channel partners within agreed targets.
  2. Monthly sales forecasting for new business and existing customers.
  3. Revise company's Channel Partner Program on a monthly/quarterly (as necessary) basis to adjust terms, conditions and incentives to market and customer demand/feedback.
  4. Contribute to internal strategic discussions on sales, marketing, product development and general business development.
  5. Possibly other similar related S&M functions.
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### Job Requirements:

EDUCATION	Basic degree in management, Sales & Marketing or related technical field
EXPERIENCE	4+ years of successful Sales & Marketing experience in Germany
REQUIRED SKILLS	<ul style="list-style-type: none"><li>- Revenue driven performance</li><li>- Familiarity with basic IT solutions, technology, market</li><li>- Able to formulate sales arguments to customers/partners based on business impact of WLAN technology</li></ul>
PREFERRED SKILLS	<ul style="list-style-type: none"><li>- Native German speaker</li></ul>
OTHER	Preferably in 35 – 50 year age group and married

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### ABOUT Wapsol GmbH

Stuttgart-Germany based Wapsol GmbH is a young and growing manufacturer and solution provider for industrial, enterprise and public WLAN markets. The company's offering ranges from hardware production (both for inhouse consumption and OEM), customized solutions and services. Main market target groups as of Q1-2005 are 1) Industrial & Warehouses 2) Public Hotspots, which are expected to constitute about 60% of the company's 2005 revenue. For a complete overview, please visit <http://www.wapsol.de>

Please send **CV & APPLICATION** by email to [create@wapsol.de](mailto:create@wapsol.de) or by fax to **0049-711-508-9045**