



Ecometrica

Job Posting

Role -	Channel Manager
Location –	This role is based in Edinburgh, Scotland or London, England
Closing Date –	April 1st, 2023
Salary -	Base + commission, OTE in line with experience
To Apply –	please read below and apply directly via our website, here

Tasks will include:

- Work with Ecometrica’s Value Added Resellers and Partners in the UK, Europe and potentially further afield to increase revenue generation, understand their business challenges, identify opportunities and maintain customer confidence and satisfaction.
- Manage and take responsibility for all aspects of the Partner’s account, including helping to define solutions that best fit their clients’ needs, managing projects and negotiating renewals and upsells.
- Coordinate all activities, liaising with other departments as necessary, including our sustainability analyst and software development teams.
- Ensure the delivery of all services according to the service level agreement.
- Organise regular meetings with Partners to manage the account and identify new engagement opportunities.
- Ensure that all Partner meetings are documented appropriately with minutes and actions followed up in a timely manner.
- Assist the sales team with demonstrations of Ecometrica’s systems as required.
- Contribute to our growth by identifying and selling to new Partners.
- Maintain up-to-date knowledge of best practices in the field of climate change and GHG accounting and provide feedback to our product development team where needed.
- Maintain an up-to-date knowledge of Ecometrica’s products and services.
- CRM management and reporting as needed.
- Attend client meetings and events as necessary (predominately in the UK)

The ideal candidate will:

- Be a graduate in a field relevant to Ecometrica’s line or work, such as environmental sciences or statistics.
- Be familiar with GHG reporting and associated standards.
- Have demonstrated strong interest in environmental sciences, climate change or sustainable development matters.
- Be able to demonstrate experience of project management, ideally within a sales environment.
- Have Channel Management, Business Development or Account Management experience.



- Have outstanding multi-tasking and time management skills.
- Possess excellent computer skills, including proficiency with Microsoft Excel.
- Have a strong work ethic, be commercially minded and possess an entrepreneurial spirit.
- Demonstrate excellent communication skills (written and spoken) with a confident, friendly and professional approach.
- Feeling extra? A working knowledge of the main corporate GHG and sustainability reporting standards, and experience working in a consultancy are additional assets but not necessary to apply.

Intrigued?

We encourage you to apply before the deadline, as we would like to fill the position as soon as possible. Please send your resume and cover letter, for the attention of Adam Leaver, Head of Client Services, **no later than April 1st 2023**: jobs@ecometrica.com.

Finally, we look forward to hearing from you! Please remember to include all requested information in your application as incomplete applications will unfortunately not be considered.

*IMPORTANT - Please note you must possess the Right to Work at the location stated along with the appropriate documentation at the time of application.

Thank you for your interest but please do not call the office. We will contact you if your application is selected.
