

Channel Partner Managers

Shape Robotics is an innovative public company in growth, who develops and produces Fable, a modular robot system for the education sector. We focus on Europe, USA, and Russia and are looking for one or more Channel Partner Managers who will take on the responsibility of driving sales through long-term partner relations.

Your job as Channel Partner Manager will be to create a setup that enables dealers from various regions to perform most efficiently. You will be part of selecting dealers in the region, establish contact and negotiate the contract as well as setting up the KPI's. Furthermore, you will be responsible for the education of the dealers and be part of the onboarding of their sales team. Development of mutual marketing activities will also be a part of the job as well as the ongoing follow up and support.

Innovative product

Shape Robotics is the inventor of Fable - a modular construction system that students can use to create their own robot in just a few minutes. The Fable robot system can be used across a range of subjects and classes, allowing students to gain skills, they will need in the 21st century. Fable encourages students to be both creative and innovative as they build robot prototypes to meet needs in the real world.

Required competencies

We are looking to hire one or more profiles that have an interest in the field of education and technology. Perhaps you have a background from the educational sector, but has also preserved a commercial mindset – or perhaps you have worked a few years as an account manager in another area but are openminded and keen to learn more about how technology can add value to the educational sector?

Is this you:

If you can tick off these boxes you might be one of the candidates, we are looking for:

- You have the right energy, mindset and driving force to develop and maintain the sales and distribution platform in a region.
- You have an ability to cultivate and grow new bonds to partners and dealers – and the perseverance to systematically nurture and develop the relationship over time.
- You lead as the good example and your positive attitude and support will inspire dealers to sell Fable robots to schools in ways that are 'out of the box'.
- Your technical skills are advanced enough to easily master programming of the Fable robot and demonstrate it to schools and dealers.

International sales experience with sales through partners of edtech/robot to the teaching sector will be a plus – but it is not a demand. Also in some regions it will also be an advantage if you are bilingual.

We offer:

- An exciting position in a growing publicly traded company.
- To be part of our sales team with reference to the CCO and act as the primarily key account manager for our dealers in a specific region.
- A salary corresponding to the qualifications of the right candidate.
- A friendly working environment where your decisions make a big impact.
- Flexible workplace from either Farum or Odense C.

Contact

This recruitment is executed by ORDO Recruitment and you are welcome to contact Niels Møller Nielsen if you have any questions on phone +45 2620 8020.

Send your application as well as CV in English to niels@ordorecruitment.com .

Deadline for the application is **Friday the 23rd of October** but we will have interviews on going so do not hesitate to reply for the position. Interviews will be held in English.

About us:

We stand behind Fable, a unique robot for teaching. See our presentation video at the front page of www.shaperobotics.com. Shape Robotics was founded in 2015 and is today a public company listed on Nasdaq First North. The company is located near the S-train station in Farum and the central station of Odense.

