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# Example of Alliances Manager Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of alliances manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for alliances manager

* Plan and deliver effective marketing programs which build eminence for alliance programs and drive business growth
* Manage deadlines for vendor contracts, deposits and invoices
* Participate in conference calls to understand key initiatives and their impact on the alliances and partners and help facilitate marketing materials to support the initiatives
* Actively maintaining and managing a business pipeline that will grow the number of profitable clients through acquisitions in line with national plan
* Completing financial analysis on proposed clients
* Identify and refer opportunities for cross sell to the broader St
* Maintaining and reviewing accurate records of client interactions and portfolio
* Adhering to policies, regulatory and legislative requirements
* Liaise with state-based field sales team to ensure dealer plans are maintained in accordance with portfolio requirements
* Managing, monitoring and growing existing alliance business

## Qualifications for alliances manager

* Healthcare Solution/Knowledge
* Responsible for managing the relationship with established alliances
* Ability to convey information clearly and analysis as needed, to assist MGMT in making business decisions related to Strategic Partners
* Develop an effective, global go-to-market (marketing) strategy with strategic Alliance partnerships
* Develop annual and six-month rolling marketing plans and incorporate specific GEO plans
* Understand the partners’ business and technology model to effectively build out the strategic marketing plan for the joint solution