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# Example of Partner Relationship Manager Job Description

Our growing company is searching for experienced candidates for the position of partner relationship manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for partner relationship manager

* Drive revenue enhancing opportunities with existing partners
* Liaison between partner and TMO (ops, product, eit, engineering)
* Generate and track enhancements
* Partner with key leaders at each of the assigned deployments to ensure alignment and engagement with the application support model, and ensuring expectations are managed and met/exceeded
* Work with all the CoE team leaders to ensure seamless support services from the end user’s perspective
* Establish a strong business user network
* Assist with business process re-engineering utilizing best business practices supported by Oracle e-Business Suite in the area of application support to improve productivity and customer interaction
* Plan and coordinate support transition activities for future R12 EBS deployments to ensure a smooth transition from post-implementation stabilization phase to the CoE support model
* Participate in CoE Operations team responsibilities like coordinating releases, coordinating maintenance windows, communication, customer care activities, issue escalation
* Focus on continuous improvement actions that result in a more reliable system and more efficient support processes

## Qualifications for partner relationship manager

* Ability to analyze complex data for relevant conclusions
* Ability to create and use complex spreadsheets
* Able to interface with prospective customers and follow guidelines in a multi-stage qualification process
* Working understanding for TMO product and billing systems
* Experience managing large / major accounts
* New Business Development / Sales Experience