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# Example of Strategic Partners Job Description

Our company is growing rapidly and is looking for a strategic partners. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for strategic partners

* Integrate various internal systems to map and enhance existing processes
* Define quarterly partner marketing plans and programs, including budget needs for each of our Strategic Partner initiatives
* Assist the Business Development team in sourcing, recruiting, on-boarding and enabling new Strategic Partners
* Coordinate events, webinars, and campaigns supporting partners initiatives
* Manage overall analysis and performance metrics for each Strategic Partner
* Coordinates and facilitates meetings with partners
* Develops reporting & metrics to provide analysis regarding production trends, progress against plan, and impacts to business area
* Facilitates the seamless on-boarding of new partners (compensation, marketing agreements)
* Maintain joint AWS/partner business plans, establishing clear, mutual commitments around marketing, readiness/skills development, and sales and incorporating the rhythm of the relationship clearly
* Drive program execution across activities involved in the completion of commitments and goals established in the Business Plan, including coordination of AWS’s investments, lead generation-related activities, training and readiness, and joint sales activities between your ISV partners and the AWS field organizations

## Qualifications for strategic partners

* Drive technology partner-attached wins goals in a defined region
* 10-15 years of overlay technology sales and business development experience
* 5- 7+ years of sales management experience working with SaaS ISVs on cloud solutions to Fortune 2000 accounts
* 5-7+ years leading and managing teams of enterprise software solution sellers
* 5-7+ years proven track record of hitting sales goals in the Fortune 2000 segment
* Experience in sales operations and sales program management