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# Example of Strategic Partners Job Description

Our company is hiring for a strategic partners. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for strategic partners

* Provide direct support to the Manager, Strategic Teleport Partners to cost and provision satellite services on a global basis
* Support CSD fleet development with internally generated monitoring requirements
* Manage and track commercial contracts with third party teleports
* Manage supplier accounts for both teleport and fiber services
* Create and generate reports detailing both commercial and engineering aspects of services, plus input into periodic reviews to improve cost effectiveness
* Manage Ground Infrastructure projects implemented at third party teleports
* Interface directly with Ground System Engineering and Operations groups to review project technical and operational requirements
* Generate project plans and track costs for third party service implementations
* Liaise directly with Sales, Accounting, Fleet Planning, Regulatory, and Market Development groups throughout the planning and implementation phases and major projects
* Work closely with Legal group to develop and refine contractual documents required to implement third party services

## Qualifications for strategic partners

* Background in social sciences, anthropology or other related field that bring a different perspective and insights preferred
* Experience launching products in the US (preferred)
* Cross-functional experience preferred (e.g., managed markets, pricing, medical, analytics, sales, marketing)
* Consistent record of exceeding quota targets
* Ability to effectively manage ambiguity and work independently without a lot of direction
* At least 3 years at managing Alliance partnerships with strong relationships with companies such as Accenture, AWS, Cisco, Deloitte, TCS, Cap Gemini, Microsoft, VMware etc