Downloaded from <https://www.velvetjobs.com/job-descriptions/strategic-partners>

# Example of Strategic Partners Job Description

Our innovative and growing company is hiring 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

* Focused on asset creation, curation, repurposing/reconfiguring, and asset management
* Will be responsible for positioning our AWS partners in the best way possible on the AWS website and look for new ways to highlight our partners to our customer base
* Will be responsible for the overall communication strategy online and communications internally to our global marketing and sales team
* Facilitate and lead EUC strategy and planning workshops in order to drive thought leadership and awareness in key Partners and their customers
* Perform sales activities with partners to support their customers and prospect engagements
* Act as the subject matter expert on EUC products and capabilities
* Provide thought leadership, and solution guidance for complex EUC deal pursuit
* Represent the needs of customers and partner into the EUC business via feedback and active industry participation
* Develop presentation content for the EUC Solution set to deliver for internal, partners and customers in order to drive awareness and education in the market place
* Assist in ROI and TCO analysis develop high quality business cases

## Qualifications for strategic partners

* Work with Strategic Partners field organizations to define and execute joint sales and go to market programs
* Experience driving partner business initiatives
* Set a strategic business development plan for target markets and ensure it's in line with the global Alliance teams directions and Puppet strategic direction
* Fluency in English and another Language (French, Spanish, German, Arabic )
* Capable of leading/influencing a team of high potential individuals
* High potential leader with significant business experience (10+ years)