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

# Example of Strategic Partnerships Job Description

Our innovative and growing company is looking for a strategic partnerships. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for strategic partnerships

* Maintains customer data base of alliance member updates
* Runs, maintains and analyzes weekly/monthly sales reports
* Supports the process of rebates and payout calculation
* Contributes to the development of materials for sales meetings including presentations and leave behind materials
* Works with creative team to develop high impact sales tools that support promotional incentives
* Supports the development and communication of quarterly promotions by understanding brand and business objectives by incorporating input from sales team
* Manages and tracks shipment of sales materials and incentives when necessary
* Supports the planning and execution of trade shows
* Manages and supports customer needs and questions, particularly pertaining to alliances and buying group members
* Support partners and account managers with coordination of all legal and contractual items for their affiliate partners

## Qualifications for strategic partnerships

* Software sales background
* Senior level roles at a top software company
* Demonstrated capacity for operating globally, having driven significant business results in multiple geographies and/or achieved success in a senior role with global scope
* 7-10 years of strategy, innovation or investment experience
* Knowledge of P&C insurance industry or Fin-Tech preferred but not required
* Strong financial and analytical technical skills