



Example of Business Development Partner Manager Job Description

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Our innovative and growing company is looking to fill the role of business development partner manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for business development partner manager

- Build and develop Bank partners and new prospects relationship
- Project the Blue Box in a professional manner with external partners
- Work closely with the marketing teams in order to develop bank partners portfolios and grow AXP partner Share
- Manage multiple partners and ensure all key financial drivers
- Liaise with Human Resource Business Partners to promote programs
- Evaluate startup/SMB state and forms of potential partnership - including information exchange, tech & solutions co-creation and/or integration, sales
- Tracking mechanism– every partner who comes in shall be filtered through this group to ensure they are moved to the appropriate person responsible for that area
- Build a partner strategy to recruit, educate and support agencies, tool creators, SIs and frameworks
- Sell- Meet sales and activity performance goals, including weekly pipeline report by opportunity
- Communicate- Maintain a direct line of communication with the inside and field sales management to promote consistent collaboration with the partner sales teams through face-to-face or virtual meetings

Qualifications for business development partner manager

- Undergraduate degree in business, engineering, applied science, or related

- Demonstrated business development and partner management experience – and ability to plan, execute, and track programs
- Passion for technology and ability to convey passion about technology developed by others to a small or large audience - including senior executives
- Ability to influence and persuade to achieve desired outcomes in a very cooperative manner
- Highly effective interpersonal, negotiation, diplomatic, and conflict resolution skills
- Passion and drive to make opportunities happen