



Example of Partner Account Manager Job Description

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Our growing company is looking for a partner account manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for partner account manager

- Work with the partner to develop the partner's commitment, capability and capacity to meet agreed financial metrics and KPIs
- Engage and influence at all levels within the Partner organisation, including Executive management, Sales, Technical and Solution creation areas
- Work with CA and Managed Services team to ensure services engagement is aligned to mutual business goals
- In some cases, a PAM will be responsible for a partner with branch offices in multiple cities
- Achieving a service revenue target, which may be partner specific, state, GTM, or for the country
- Annual performance management by direct manager based on predefined Business, Individual and Development goals
- Assessment of strategic planning, influencing and negotiation skills by the MCO, utilizing a checklist
- Account manage Strategic Partners in order to build and develop relationships
- Ensure the Partner Team meets its sales targets
- Prepare presentations, proposals and any other collateral required to promote and support the AXELOS Best Practice Portfolio

Qualifications for partner account manager

agreements, Joint development and IP agreements, as necessary)

- Intermediate English and business level Japanese
- Comfortable working with multiple internal teams, from individual contributors to senior executives, building/maintaining relationships with clients, partners
- Develops and drives a joint partner account plan and strategy, pulling in all cross-functional resources to plan for a mutually beneficial outcome
- Leverage global and regional programs and resources to enable scale
- Execute, manage and deliver Growth Plans from Strategic Partners, on time and within budget