



Example of Partner Account Manager Job Description

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Our 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

- Understand and integrate sales initiatives across direct/inside channels of distribution
- Develop and implement joint business plans that identify key growth areas in partner organizations to help increase revenue and capitalize on our technologies, increase their commitment to our business relationship
- Identify near term end user potential opportunities as first targets and potential new logo opportunities
- Establish cadence of regular contact as partner pipeline grows
- Monitor, manage reseller opportunities in SFDC, being sure to make AE on a given end user opportunity part of the opportunity team as a supporting rep
- Coach Corporate Sales colleagues on best practices for working deals w/partners
- Leverage Direct and Channel Sales leaders as appropriate
- Capture broker feedback on product and service and communicate the needs of the brokers to internal constituents
- Land new customers within your assigned region
- As a focal point for operational aspects for the business relationship and assist in driving the operational strategy for their partners and participate in key negotiations

Qualifications for partner account manager

- Business Acumen in Cloud Technologies, Software Sales, Managed Services and partner business models
- Knowledge of service operations, and processes
- Worked as, or held a similar role with service provider or telecom operator
- Ability to read and understand, present and manage complex data
- Able to use initiative at all times to solve customer issues and colleagues to do so