



# Example of Partner Account Manager Job Description

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Our company is growing rapidly and is looking for a partner account manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for partner account manager

- Drive multiple activities as tools to achieve and surpass quota develop strategies, market penetration, and revenue/ margin growth
- Collaborate with local Partner Manager team to build Networking into Business Plans and gain support of the reseller to build a Networking Business based on Sales and Technical Competency
- Act as a sales coach to influence partners' ability to increase their Networking revenue, margin and technical services
- Help build and drive Local Networking Channel plan, in line with EMEA Networking Channel Plan for overall Networking channel partner sales growth, including the recruitment and certification of new value added resellers in their territory
- Provide an accurate assessment of the partner landscape per country for presenting to EMEA leadership
- Identify and develop new business opportunities within the partner community
- Manage the LaunchPoint Elevate program with responsibility over driving the recruitment and success of new partners
- As Partner & Alliances Manager you are responsible for driving the strategic relationships with a set of assigned SI Partners and manage the relationships with the partners in your geography
- Develops and manages business plans with Partners that deliver on revenue objectives for both organizations and include unique partner value definitions, co-marketing plans, committed business volumes, effective co-selling processes, sales enablement, technical enablement, centers of

- Attains an annual sales quota for new business generated through SI Partners for Commerce Cloud and ensure SI partners deliver high quality SI services and other programs to meet annual goals

### **Qualifications for partner account manager**

- Fluently speaking Swedish and English
- Accomplished industry professional with 10+ years of experience, successfully managing enterprise health and wellness services, Reseller or Vendor programs, or enterprise Alliances programs
- 2 or more years of relevant experience working with a manufacturer or partner in the Technology industry
- Experience working with Singtel and/or NCS
- 7+ years of experience in sales or channel partnerships (SaaS background preferred)
- A Bachelor's degree or other significant business experience