



# Example of Partner Account Manager Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of 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

- Accountable to meet and exceed UKI quota and growth targets together from the partner ecosystem
- You will onboard new partners and work with underperforming partners to establish our business with them
- Manage and formulate the partner commission plan
- Responsible for managing the contractual process with Partners and ensuring that the contracts are kept in line with Company requirements
- Partner business planning, responsible for working with key Partners to plan, prepare and document an annual business planning process and ensure a growth agenda is central to the plan
- Manage and oversee the sales pipeline from the partner channel to ensure appropriate coverage is met and exceeded
- Collaborate with Marketing to form co marketing initiatives with the partners
- Establish a Partner training programme and accreditation process
- Yes, you will be traveling around the UK market visiting your clients
- Be able to work at the most senior levels within the partners and not be afraid to rise to the challenge of building the pipeline and driving significant revenues

## Qualifications for partner account manager

- Successful track record in sales, negotiation and relationship management
- Preferable experience in Loyalty and Rewards industry and/or partner management
- Banking experience would also be favoured
- Manage activity levels within the partner account set including talktime, partner visits, pipeline management, opportunity development, Enablement
- Proven success, sales network in the market and region (Swiss German)