



Example of Partner Development Manager Job Description

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

Responsibilities for partner development manager

- EMEA Scope - EMEA role, working with Global team to implement Cloud partners, Technology Alliances and GSI plans at EMEA level
- Address technical questions regarding product functionality and custom development and consulting, including participating in Request for Proposals (RFPs) completion
- Document and disseminate customer related activities including frequent updates to CRM system
- Managing a group of specialized engineers
- Reviewing and ensuring that all technical and contractual requirements are met
- Marshaling appropriate resources and dispatching workloads to named resources to provide consulting
- Handling Partner escalations
- Escalating requests that are insufficiently resourced
- Managing and enforcing SLAs (Service Level Agreements)
- Tracking cases, ensuring quality and efficiency, monitoring deliverables and reporting

Qualifications for partner development manager

- Attribution tracking
- Experience in writing software in languages such as Java or Python is

- A demonstrable understanding and shown experience in applying the principle of partner profitability to Customer lifetime value
- An excellent track record of driving decisions at Partner CX level
- An understanding of issues such as cloud governance , deployment, management, security
- A consistent record of exceeding quota directly and/or through partners through development and maintenance of a healthy sales pipeline aligned to a jointly agreed business plan