



Example of Partner Development Manager Job Description

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Our company is looking to fill the role of partner development 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 development manager

- Understand tech ecosystems in target geographies
- Assess & revise products/content from suppliers
- Manage relationships with and liaise to LOB TECH leaders to understand strategy and evaluate learner feedback to ensure curriculum is relevant and effective
- Advise on learning personas/learning paths
- Monitor completion and report out to senior leaders
- Proactively identifies impediments and appropriately resolves using network of peers and formal channels
- Gather report requirements and prioritize across search and display partner management teams
- Assess and identify reporting solutions leveraging internal sales tools and analyst resources
- Analyze partner data and identify issues or opportunities, recommending corrective action where necessary
- Lead ongoing business analysis and partner performance reporting for executive management

Qualifications for partner development manager

- The ability to work effectively with all levels with Partners in your portfolio to

- Enthusiastic commercial/sales model education and knowledge transfer to the Partner and their channel
- Being openly courted by Partner senior management/leadership to discuss new business ideas/opportunities
- The ability to act as a mentor to the Partner and the Partner's sellers
- A Bachelor' degree required, preferably in Business Administration or Computer Science
- An Advance Degree in Science, Engineering, Business , is strongly preferred