



# Example of Partner Development Manager Job Description

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Our innovative and growing 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

- Program manage suite of sales programs catered to search and display API users
- Evangelize sales program efforts across sales organizations including executive leadership, cross functional teams and frontline sales teams
- Implement end to end total quality management across all sales programs
- Partner with a portfolio of merchants post sales, to grow their business and deliver on their specific needs
- Own full lifecycle management of the deal campaign from deal prep, support, growth and sales cycle to re-features on our website
- Collect feedback from the merchant post feature, collate and share to further improve the merchant experience
- Be the "go to" person
- May visit vendor locations and other facilities
- Conduct monthly reviews with Senior Channel Executives to ensure partners are hitting established revenue targets
- Manage assigned Partner accounts and coordinate the extended team working within their accounts in Latin America

## Qualifications for partner development manager

- A solid understanding of the UK Small and Medium business segment and the

- Extensive channel experience across India is a requirement
- Strong partner network Across India
- All at Scale – Drive mass enablement, marketing activities, high touch programs , through distribution
- University degree (min
- Develop and execute comprehensive go-to-market strategies with executives at some of our largest partners