



Example of Partner Development Manager Job Description

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Our company is looking to fill the role of partner development manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for partner development manager

- Develop compelling marketing collateral along with eCommerce and low touch marketing strategy
- Develop ecosystem of ODMs and IDHs to scale the enablement strategy
- Work with the regional Sales teams & Field Application Engineers/Application Engineers along with the R&D team to analyze customer requirements, & evaluate how the ecosystem can deliver product, services & reference designs that will accelerate the sales cycle for faster time to market and facilitate easier route for BTS technology adoption
- Drive and support marketing and industry events promoting BTS's value proposition in the market
- Define and take ownership for execution of sales plans for a defined territory
- Accountable for the growth of the business from new channel partners within an assigned territory
- Provide visibility to management and ensure alignment on high potential agreements
- Responsible for development and implementation of go to market strategies for NMP and their subagent community
- Provide management reports on NMP activities and prospects
- Use Winforce (iCARE, SOL/PAO, RPM) to develop all assigned Channel Partners Proposals

Qualifications for partner development manager

- The right person will possess significant Turkish Partner management or development experience in the software/technology industry
- Significant experience recruiting and managing ISVs and SIs across Turkey
- The right person will possess significant GSI/consulting Partner management or business development experience in the software/technology industry
- The right person will possess significant Nordic Partner management or development experience in the software/technology industry
- Significant experience recruiting and managing ISVs and SIs across Sweden and the Nordics
- Another Nordic language