



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. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for partner development manager

- Secure and coordinate resources to enable managed services build-with for Azure
- Secure business plan and Joint Marketing Agreement (JMA), endorsed by partner's leadership to accelerate partner journey to the co-sell stage
- Plan and execute sales campaigns through Channel Partners to drive pipeline growth
- Must communicate well in English, both oral and written communication
- Assist in driving revenue – both near term and long term opportunities – with SIs and strategic partners when requested by field sales management
- Significant experience recruiting and managing ISVs and SIs across Finland and the Nordics

Qualifications for partner development manager

- Basic understanding of SAP solutions, infrastructure and partner ecosystem
- Experience working with large and complex enterprise customers and consulting partners in Korea
- The right person will possess significant Swiss Partner management or development experience in the software/technology industry
- Significant experience recruiting and managing ISVs and SIs across Switzerland
- Fluent in English and German/French

