

Example of Partner Program Manager Job Description

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Our innovative and growing company is searching for experienced candidates for the position of partner program 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 program manager

- Steer and manage VSAN/HCI enablement programs into a global, virtually delivered program, with supported metrics to understand time to productivity and drive business growth
- Maintain content that is relevant to current priorities both globally and regionally by working with the GFPR COEs and VSAN Product Marketing Managers
- Develop and evolve Level 1/2/3 learning path enablement for core sales, specialists and partners
- Manage and distribute project KPIs, establish regular reporting and measurement cadence to desired outcomes
- Conduct QBR with VSAN stakeholders, and serve as POC for standard enablement bill of materials to ensure Field and Partner Ready standards are met
- Create strategy and learning paths for integrated solutions (vs products) enablement and be a change agent
- Develop plan of record for enablement
- Define and allocate resources to delivery globally consistent content
- Partner with Sales & Analytics on campaign KPIs
- Facilitates and interacts with internal and external team members and occasionally with customers

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- Responsible for achieving established program goals
 - Influence through applied knowledge, well-informed and timely decisions based on functional expertise, regional knowledge and industry trends
 - Build business partnerships by developing strong relationships with both internal and external partners, formally and informally through collaboration and communication
 - Develop support materials for internal customers and consumers of the programs and facilitate, when needed, cross-functional education on processes
 - Support performance management of the vendor(s) supporting / executing PS delivery
 - Conflict/Negotiation management