

Example of Partner Program Manager Job Description

Powered by www.VelvetJobs.com

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

- Lead the 4P (Product, Price, Place Promotion) strategy, planning and execution process for Partner Managed Print Services Program, through collaboration with the category, sales, marketing, finance, services and other functional teams
- Manage and maintain pricing and configuration tools
- Lead the program forecasting process, in collaboration with sales, category, supply chain and other stakeholders
- Have accountability for Profit and Loss for the program
- Be accountable for localizing program governance and compliance
- Manage program reporting and analytics
- Engagement at management level with channel partners in collaboration with the sales team, including the Joint Business Planning process
- Manage all business elements of the PFS program and work with organizational partners to ensure partner satisfaction and deliver business results
- Team with sales and delivery operations organizations to ensure positive partner engagement and program effectiveness
- Develop strategies and programs to drive services growth through PFS partners

Qualifications for partner program manager

- Bachelor's Degree in Business, Computer Science, Engineering or relevant field
- 3-6 years of experience in project management, program management, program analysis, and program creation
- Help provide customers and partners dedicated guidance and information, product installed base and active usage data
- Knowledge of product dependencies and interrelationships (at the product and component level)
- Be responsible for maintaining a repository of case studies and presentations that other groups can adopt and adapt for their own use