

Example of Partner Program Manager Job Description

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Our innovative and growing company is hiring for a partner program manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for partner program manager

- Performing a variety of day-to-day activities to drive partner sales for assigned business segment
- Participate in the management of partner revenue sales from implementation to conclusion ensuring compliance with program guidelines
- Ensure we have agreed registrations process in place with partners, develop and maintain partner program reports ensuring data is 100% accurate prior to report distribution and that reports are completed in a timely manner
- Participate in the creation and maintenance of a variety of reports to assist management with program analysis
- Continually keep up-to-date on current partner programs and research potential programs the business segment could apply for in order increase revenue potential
- Intake, manage, and track project requests from BU, COEs, Sales Leadership, Programs, cross-functional teams
- Manage the development, delivery and execution of sales and technical training projects and programs leveraging multiple delivery mechanisms and learning platforms
- Work across Segment Leaders to build a comprehensive Competency ecosystem
- Manages partner relationships and acts as a conduit between 3rd party ISV's and HP development teams

party ISV business objectives

Qualifications for partner program manager

- Interface with the product team to refine solution requirements that impact go-to-market efforts for SI Partner solutions that enable Cloud service providers
- Manage POC and partner/sales related entries, reviews, approvals, claims process program reporting for partner/sales-led claims with strategic alliance partners
- Demonstrated sales and marketing skills for impactful program development and a clear track record of execution
- Candidate must also be highly self-motivated, able to work in an independent environment, able to manage multiple tasks and projects, detail oriented and capable of excellent follow through
- A minimum of 7 years of high technology channel marketing or channel programs experience is required
- Relevant tertiary education and industry qualifications would be beneficial