

Example of Partner Program Manager Job Description

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Our innovative and growing company is hiring for a partner program manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for partner program manager

- Foster relationships with key stakeholders to drive alignment
- Develop and jointly execute integrated campaigns with an emphasis on digital strategy
- Provide strategic guidance to ensure alignment of processes and best practices for execution
- Build strong relationships by fully understanding customer challenges, regional go to market, technology footprint, strategic growth plans, technology strategy, and competitive landscape
- Implement a customer lifecycle marketing plan and drive appropriate internal stakeholders and/or external partners to ensure customer enablement, software implementation, corporate adoption, expected usage, and software renewal occurs
- Utilize analytics to advise sales account executives about future business opportunities and accurate account information
- Deliver key learnings, identify opportunities, and implement changes to drive significant revenue growth
- Ensure successful planning, execution, analysis, and communication of your projects
- Drive relationship management, strategic planning and delivery as it relates to Customer Success Marketing Programs
- Plan stakeholder engagement and communications

- Must be able to work independently, make educated decisions about tasks that need to be completed and execute on those tasks
- A strong ability to drive, collaborate, problem solve and manage a wide range of projects initiatives is a must
- Ability to think of global solutions and the impact changes will have for a global audience
- Understand and have the ability to articulate channel segmentation and the value they bring to the sales process including
- Must have the ability to work effectively in a fast-changing, fast-paced and demanding environment
- Any previous experience in qualitative or quantitative research or statistics is a strong plus