

Example of Partner Program Manager Job Description

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Our company is looking to fill the role of partner program manager. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for partner program manager

- Determine the appropriate vehicles (training, tools, portals, resources,) to deliver the desired outcomes
- Accountable for the day to day operation for DF across the Americas Marketing team
- Operational excellence across our DF platform (CCI)
- Metrics and measurement – Dashboard development and deliver weekly health of the business updates to the leadership team (Sales and Marketing)
- Input and requirements from a DF investments for the Americas team between Global Marketing, Worldwide Partner Organization (WPO), Legal and Finance
- DF governance and guidelines input and delivery
- Communication to our field, marketing and partners (Americas) on updates and changes
- Leading the DF Board meetings with Partner Sales Leadership, Marketing and Sales Operations
- QBR input to be delivered to our executive teams
- Managing the MDF Budget and ROI reporting associated with it

Qualifications for partner program manager

- Knowledgeable of the local managed print industry
- In-depth experience with channel partners and indirect go-to-market business practices

- Experience working with geographically dispersed teams is strongly preferred
- Expert-level knowledge of the technical services industry, HP offerings/strategies, marketing principles/tactics/tools
- Proven channel sales and/or business development experience