



## Example of Strategic Partner Development Job Description

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Our innovative and growing company is searching for experienced candidates for the position of strategic partner development. 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 strategic partner development

- University degree required, Master's degree preferred
- Must have strong sales, product, and organization skills (this is not a pure BD job)
- Execute a relevant strategic account plan for every account owned, ensuring partnership launches, maintenance, project timelines, student growth and business results are achieved
- Source and execute partnerships through working with these firms with POS, PMS, CRM, SaaS, e-Commerce, and Consulting vendors and developers, which will ultimately lead to merchant services opportunities or leads for all direct sales channels
- Generate leads, prospect, and execute reseller and referral partnerships with integrated partners from these financial community relationships
- Build relationships with key North American private equity, venture capital and software incubation firms to establish Elavon as the payments partner of choice for their emerging portfolio companies
- Execute on strategies to position Elavon's offerings into the venture capital, private equity and software incubator markets in an effective way
- Minimum 10 + years in a partner sale and solutioning role
- Must have strong partnership, product, and organization skills
- History of enterprise partnerships

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- Eight-plus years of experience in sales and/or business development experience in the merchant acquiring industry
  - Ability to clearly communicate merchant acquiring concepts, including interchange fees, pricing schedules, underwriting risk and compliance standards, and key benefits offered to potential partners
  - Business Development experience and Distributor/Value Added Reseller/System Integrator exposure
  - Deep expertise in data management and warehousing (MS Excel, MS Access)
  - Building Financial Models for greenfield, JV and M&A projects
  - 10+ years working experience, 5 + years in dealing with local governments or industrial associations