



Example of Strategic Partner Development Job Description

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Our company is growing rapidly and is looking for a strategic partner development. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for strategic partner development

- Act as partner-facing lead for key initiatives
- Define partnership goals, manage relationships with partners, develop go-to-market plans, launch and incubate new products / features that improve existing product offerings
- Negotiate partner contracts
- Develop and execute partnership playbook for WW
- Manage the coordination with internal cross-functional teams at a global and regional level
- Creatively identify opportunities while developing and maintaining a pipeline of prospective Capital partnerships in a proactive manner
- Structure and negotiate significant and complex relationships to increase penetration of Capital among small businesses
- Oversee agreement profitability analysis, define partnership scope, and coordinate internal Partnership Implementation teams to bring the partnership to fruition
- Diagnose / root cause ad hoc issues with existing partners and come up with workable solutions across cross functional teams quickly with both short term and long term vision
- Develop and oversee Partner Management Program for existing partners, while serving as an advocate for partners' needs

Qualifications for strategic partner development

- Articulate, persuasive while able to listen and incorporate diverse perspectives and balance competing goals
- Real passion for building beautifully crafted experiences and services – incredible attention to detail in language, usability and user oriented design thinking
- Strong technical acumen, with a demonstrated track record of driving emerging/disruptive technologies and delivery models
- Experience working with teams across multiple regions and time zones
- French language knowledge is beneficial
- Expertise with OEM and IoT partners delivering successful joint solutions to market