



Example of Strategic Partner Development Job Description

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

Responsibilities for strategic partner development

- Working with cross functional teams at both Accenture and AWS to develop proactive proposals that feature business, technical, and commercial differentiation to drive large transformative programs
- Coordinate and participate in C-to-C meetings to shape these proposals and their delivery mechanisms
- Driving partner sales revenue through a focused and strategic set of customers
- Engaging the partner's field sales organizations, channels and end customers to create and drive revenue opportunities for AWS
- Evangelizing the partner's value proposition internally throughout AWS and externally with customers
- Developing deal and proposal constructs and mechanisms that can be leveraged by the broader global team
- Preparing and delivering business reviews to AWS and partner senior leaders
- Support a Partner-led strategy that can evolve into a broad framework for entering into strategic partnerships and alliances establishing AWS as the partner's preferred cloud computing platform
- Engage the GSI's field sales organizations, channels and end customers to create and drive revenue opportunities for AWS
- Evangelizing the GSI's value proposition internally throughout AWS and externally with customers

- To identify the STRATEGIC PARTNER opportunity riding on sharp market observation
- To be the daily contact window with STRATEGIC PARTNER regional sales and marketing team to drive the business plan
- Strong technical acumen, with a demonstrated track record of driving emerging/disruptive technologies virtualization and Software as a Service delivery models
- A minimum of five years of experience within an HR function
- Experience leading projects and initiatives, including workforce planning, talent management and change management
- Bachelor's degree in business administration, human resources management or other related field (ex