



# Example of Strategic Partner Manager Job Description

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Our company is searching for experienced candidates for the position of strategic partner manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for strategic partner manager

- Define account plans for your partners, identifying revenue and partnership growth opportunities over a multi-quarter timeframe
- Work with your customers to realize shared strategic account plans that contribute to successful and mutual growth
- Work cross-functionally with product management, operations, account management, and marketing
- Identify opportunities, trends and issues to help grow the business through product innovation based on customer needs
- Use problem solving and analytical skills to determine how to maintain client satisfaction and deliver results
- Represent the needs of top partners within the organization, and escalate issues and requests as needed
- Maintain active dialogue with clients through weekly, monthly and quarterly interaction
- Supports development and execution of the business unit's Integrated People Plan and ensures alignment with the strategic plans of the organization (right talent, right leaders, right capabilities, right workplace)
- Partners with COEs and GBS to develop policies, programs, tools and provide timely feedback on effectiveness and value to the business
- Partners with key leadership to build strategies that will engage people in delivering the organization's vision

- Great Communication Skills— Client must be able to breakdown complex concepts to non-technical stakeholders
- Project management Skills — this candidate will be responsible for keeping all stakeholders up to date, and independently driving the integration process forward
- Prior experience with SQL, API development or other technology platforms is a plus
- Ensure that there is a strategic business development plan for target markets and ensure it's in line with the AWS strategic direction
- Create and execute the team's business plan with key internal stakeholders
- Demonstrated professional interest in workforce quality and development