

Example of Strategic Partner Manager Job Description

Powered by www.VelvetJobs.com

Our growing company is looking for a strategic partner manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for strategic partner manager

- Works closely with internal and external teams including IMX, Unica, Business Analytics, account management to execute email
- Establishes partner email reporting process for email team dist
- Collaborates with account managers, BI, Unica and channel partners to develop new tests and email templates
- Requests email creative from IMX (in house creative agency) and reviews creative with account manager to ensure offer and disclosures represented correctly, partner and SYW brand standards are met and secures all stakeholder approvals for promotional programs (internal and external)
- Produces weekly scorecard and status updates of plan v
- Consult with BD on new BD pitches underway
- Responsible for POC business with McKesson Medical, Cardinal Health, Henry Schein
- Provides accurate monthly (plus/minus 5 percent), quarterly (plus/minus percent) and annual (plus/minus 1 percent) forecast (percent growth) for distribution partners
- Sales Experience a must/distribution sales experience preferred
- Understand the what sales strategies and tools are needed to grow via sales distribution partnerships

Qualifications for strategic partner manager

- Builds strong partnerships and develops a deep understanding of all aspects of the relationship including strategic and operational obligations
- Develops new revenue opportunities and drives growth
- Responsible for identification, management and mitigation of issues and risks in a timely manner including alignment of partner change management with TDMS business operations
- Provides management reporting to the business and the enterprise as required
- Responsible for strategic partner forecasts and logistics as applicable
- Engage with internal and external partners as required