

# Example of Strategic Partner Manager Job Description

Powered by [www.VelvetJobs.com](http://www.VelvetJobs.com)

Our company is growing rapidly and is looking to fill the role of strategic partner manager. 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 manager

- Works with the alternate channel sales team and distribution partners to understand their markets and identify what tools, programs and strategies are need to be successful
- Support the Director of Partner Management in any contract negotiations, by providing necessary information and documentation requested to support contract discussions
- Establish relationships with Digital Agency, Consultants & Systems Integrator partners as assigned who are driving enterprise level transformational change around social business
- Lead, build, manage and review business and marketing plans with the partners
- Ability to build sell with, sell to and sell through relationships with partners to generate revenue around new, renewal and up-sell opportunities
- Drive virtual cross functional teams to execute based on business plans and go to market plans as it relates to the assigned partners
- Ability to resolve conflict with regards to account coverage, billing
- Ability to step back review business on a strategic level and make required adjustments
- Enable successful go-to-market collaboration
- Support and work closely with the Facebook Media Partnerships on project planning and coordination for key moments and opportunities

- 
- Owns the relationship and on-going performance of strategic partnerships
  - 3-6+ years in a client or partner facing role, either from within advertising technology or from quantitative, client facing environments such as management consulting or finance
  - Experience negotiating terms and managing contractual processes
  - High level of motivation in reaching aggressive targets while also ensuring that the needs of partners are always kept as the top priority
  - Familiarity with the advertising technology business models and lingo
  - Excellent presentation skills, with experience pitching both in person and over the phone