



Example of Strategic Partner Manager Job Description

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Our company is hiring for a strategic partner manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for strategic partner manager

- Secure legal and brand approval for all partner marketing campaigns in both internal and external (partner) channels
- Responsible for managing both contractual commitments and Partner's expectations of marketing programs, delivery, and results
- Work with manager and Partner to effectively resolve any issues or conflicts that may arise between the Partner and MP/UA
- Effectively and appropriately communicate results and campaign performance to the partner on a frequent and consistent basis
- Attain quarterly and annual sales targets
- Work with SI/ Consulting firms to promote confidence and goodwill, discuss and resolve mutual problems
- Builds and interlocks business plan with Global Partner
- Connects and interlocks with theatre channel teams
- Forms lasting relationship with key individuals within the Partner organization including Alliance Management, Product Management, Marketing and Sales
- A track record of consistently delivering results such as committed joint solutions, sales leads and partner-leveraged revenue per pre-established goals

Qualifications for strategic partner manager

- The ideal candidate is detail orientated and self-structured in their approach to their work, with the ability to manage relationships at all levels

- A self-started who is goal oriented, organized and can manage and execute multiple, high detail project simultaneously
- Successful track record of relationship / partner management with notable accomplishments in the Federal partner community
- Bachelor's Degree in Information Technology or equivalent of 10+ years of application integration development and/or design experience