



Example of Strategy Partner Job Description

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Our growing company is looking for a strategy partner. 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 strategy partner

- Serve as an instrumental voice in shaping the mobile strategy for Chase Card Services
- Participates in Strategy Office projects that help set the SO agenda, improves team effectiveness/engagement, improves people processes, skill-building
- Completes presentation-ready presentation pages summarizing work or analyses
- Lead entry, and basic reporting with an emphasis on data integrity
- Tracking results for executive reporting
- Crafting regular updates for participating groups with data analysis on recent performance
- Confidently evangelize the HITACHI VANTARA/Hitachi story, strategy and vision to internal leaders and global partner sales and support business leaders with respect to indirect routes to market
- Cultivate relationships with 3rd parties capable of marketing and selling HITACHI VANTARA products and solutions to designated and segmented markets
- Execute quickly on integrated GTM partner program efforts to include defining metrics and a global governance processes, stakeholder engagement, and ongoing reviews with C level sponsors
- Establish initial and counter program messaging to thwart competitive threats from competition vying for similar 3rd party acceptance to HITACHI VANTARA programs

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- Outstanding interpersonal capabilities and ability to interface with COO, EVP & SVP level
 - 6-8 years' experience working in a similar agency environment or in a management-consulting firm
 - Familiarity with different media and digital channels (e.g., TV, web, mobile, CRM, social media, search)
 - Ability to synthesize data/research into concise action-oriented strategies
 - Advanced customer segmentation and database marketing skill sets a plus, but not necessary
 - Experience in change/transformational projects – change management projects ideally conducted in healthcare, healthcare delivery organizations (eg