



Example of Strategy Partner Job Description

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Our company is growing rapidly and is looking for a strategy partner. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for strategy partner

- Take input from the Field Global Account Managers, Business Segment Leaders and Geo Leaders, Global Accounts Management Team and key Global Account Customers to develop new partner program strategies, and metrics for success that are aligned to the company's business priorities worldwide considering the Geo uniqueness associated with a strong and supported program GTM
- Provide thought leadership to guide program development and execution plans that cover tactical product solution launches span beyond to areas such as global campaigns
- Drive the external component of executive communications including developing content for executive managing the delivery components of these thought-leadership platforms
- Lead the creation and development of an industry leading new Global Partner Program
- Drive the creation and manage the operational execution of a strategic short-term and long-term partner program plan
- Serve in a leadership role in Hitachi Vantaras Global Partner Organization and work closely with the Manager to provide direction and support to meet organizational goals and objectives -including a globally integrated Partner Program Plan for CY2017-18
- Create compelling and creative Global Partner Program, operational models, programs, product and solution launch management strategies to support GEO based and global go-to-market support for Geo partner sales teams

success via sell to, sell with and sell thru campaign revenue and ROI

- Oversee and own all non-OAB lead entry and Salesforce maintenance
- Communicate with lead passers on questions related to their leads and crediting

Qualifications for strategy partner

- BA/BS required (Marketing/Advertising preferred)
- Familiarity with digital advertising/media trafficking
- Understanding of customer data/targeting/ad-serving technology
- Demonstrate strong industry vertical expertise and IT in the Public Sector, constant learning curve on the industry and on related domains
- Bachelor's degree in business, information technology or a related field is required
- Bachelor's degree in Business, Marketing, or a Life Science