

JOB DESCRIPTION

Job Title: Partner Development Manager

Reports To: Managing Director

Location: Brighton & Hybrid Working

Job Purpose:

To manage assigned commercial partnerships to ensure exceptional standards of account management and development. Identify new business sales from existing and new partners and actively growing our partners revenue through Dynamics as an attached service. The role will work closely with Sales Manager and Managing Director to implement the strategic sales plan.

The role is measured by onboarding net new partners (partners who share their first structured query language (SQL) with Cloud9) and developing existing partnerships through delivering partner projects to maximise the total number of SQLs from the partner/referral channel.

Role Responsibilities:

- Deliver the end-to-end Net New Partner process including MQP/SQP generation, introductory calls, presentations, contract, and commercial negotiation.
- Development of existing partners by building relationships and executing partner projects which may include Joint Marketing and Sales Team Training
- Ensure CRM and partner team sites are complete and up to date to provide accurate reporting and complete handovers between departments.
- Attendance of channel and sector events to build and nurture relationships.
- Collaboration with Marketing to support campaigns, content generation and further develop the P2P proposition.
- Continuous improvement and Management of the Partner function playbook
- Pitch and present the Cloud9 Learn offering and benefits to further develop partner relationships and increase lead generation for Cloud9 Insight

Experience Required:

- Core understanding of Dynamics 365 Customer Engagement Solutions and relevant customer success stories.
- Excellent commercial acumen, with industry expertise, including Product Catalogue IP Solutions.
- Sales and accounts negotiation experience.
- Excellent communication, organisation and planning skills.
- The ability to deliver results in a multi-tasking environment whilst working to deadlines.
- Ability to manage own workload with a proactive approach to responsibilities.
- Competent in positioning Cloud9s partner offering to support partner business growth.
- Ability to build relationships and network with all levels of seniority in businesses.
- Being a brand ambassador and ability to demonstrate company values.