

## Partner Manager

**Date:** 10-Jan-2022

**Location:** Egham, Surrey, UK

**Company:** Webtrends Optimize

**Want to take your career to the next level? Come and join an award-winning UK technology company.**

Webtrends Optimize is a leading vendor in the digital Experimentation and Personalisation space, providing #1 rated service to companies like Odeon Cinemas Group, Prettylittlething and Thomas Cook as we look to improve their onsite and in-app experiences.

Having grown over 40% year on year, life at Webtrends Optimize is full of opportunities. We support self-service customers as well as providing an all-encompassing fully-managed service, as well as customers in-between, and work alongside some of the most exciting digital agencies. We can offer you the chance to create, learn and innovate; and also offer a flexible benefits package with a range of options to match your lifestyle.

### Position Description

Reporting directly to the VP of Demand & Alliances and will be required to work closely with the Commercial Director and the individuals within this structure. This role is responsible for strategic channel partner demand generation.

### Primary Responsibilities

- Lead and recruit strategic system integrators, Alliance and channel partners
- Establish productive and professional relationships with assigned and strategic channel partners
- Collaborate and coordinate partner strategy including training, recruitment & marketing support
- Actively manage partner enablement to sell and service Webtrends Optimize solutions by providing ongoing knowledge transfer and training
- Responsible for ensuring partners are conducting business up to Webtrends Optimize standards
- Work with the Sales Team to leverage partners, to deliver market coverage
- Drive Webtrends Optimize Partner Program messaging and adoption
- Assist with partnership contracts/agreements

### Interaction

This position is both externally and internally facing. The successful candidate must be able to build and maintain strong and professional working relationships internally with members of the Webtrends Optimize team, and externally with clients, prospects and partners.

### Required Skills & Experience

- 3+ years experience in Partner/Reseller Management
- Excellent written and verbal communication skills
- Proven creative problem-solving approach and strong persuasion skills
- Strong desire to network and engage with targeted Agency Partners
- Good time management and organisational skills
- Good telephone etiquette and computer literacy skills.

- Ability to be versatile. This may duties that includes Sales Development, Marketing, Sales, And
- Account Management
- Experience in training and presenting content to agency audience
- Go getter mentality with a self-starter mindset

### **Preferred Skills & Experience**

- Familiar within LinkedIn, Sales Navigator and have experience within a CRM system
- Have prior experience in extracting new agency opportunities on a Monthly basis
- Familiar with SaaS/Tech Industry leaders and technologies

### **Working Conditions**

- The position is located at our UK Headquarters in Egham, Surrey, UK
- Very flexible home working policy (following probation period)
- Travel is minimal
- The job involves extensive time working at a computer
- Candidate must pass background check

### **Position Type**

- Regular/Permanent, Full-time