

JOB DESCRIPTION

JOB TITLE

Partner Account Manager

JOB OVERVIEW & KEY MEASUREMENTS

The Partner Account Manager is responsible for driving Partner Sales Productivity. This will require the Partner Account Manager to grow registered opportunities within a specific portfolio of partners, as well as build trust, credibility and relevance with Partners sales teams to increase the number of active Partner Account Managers selling Synergy SKY solutions.

The Partner Account Manager is also responsible for building credibility and trust with Partner Senior Executives and to enable Partner to sell and deliver Synergy SKY solutions successfully.

Key measurements:

- achieved territory invoiced revenue targets
- achieved lead generation targets for a portfolio of Partners

KEY RESPONSIBILITIES

- **Recruit and onboard** new Partners identified by territory Sales Director/Management
- **Enable Partners** to successfully market, sell and deliver Synergy SKY solutions, through driving certification training and coaching of Partner organization
- **Motivate Partners** to achieve Synergy SKY sales objectives, through incentives, teaming activities and continuous relationship building with Partner Account Teams and Sales Engineers
- Create a (pragmatic) **Business Plan** with each Partner. The plan should include a) key markets b) key accounts c) lead generation targets d) sales targets e) activities such as e.g. common events, training, and teaming activities.
- Agree with Partner's Executive Team a cadence model to follow up/**review the execution of the Business Plan** regularly to ensure progress and common success.
- Constantly build and **increase trust and loyalty** with Partner's Account Teams, Delivery & Fulfilment Teams and Executive Teams
- **Map Partner organization** and establish multiple touchpoints within a Partner's organization to scale resources and increase partnership effectiveness
- Establish a personal reputation as a SALES leader- being the **ambassador for Synergy SKY** value proposition and market insight, assist Partners with customer-facing engagements as well as **product/service development** integrating Synergy SKY solutions.

REQUIRED SKILL SETS & EXPERIENCE

- Significant knowledge base and in-depth understanding of BOTH: Sales & Channels dynamics. Previous experience working as an Account Manager is preferred.
- Individual must be able to quickly establish credibility with Partner principals & sales teams. They must inspire trust and be viewed as a sales leader- capable of training, teaching, & helping partners position Synergy SKY solutions in customer-facing engagements.
- The ability to listen, make recommendations and influence Partner executives is required. A strong personal network of executive relationships is optimal. This person will need to be a strategic thinker with effective communication & influence skills.

EMEA & APAC (HQ)

EMAIL: emea@synergysky.com TELEPHONE: +47 916 48 444
ADDRESS: Dronning Eufemias gate 16, 0191 Oslo, NORWAY

AMERICAS

EMAIL: americas@synergysky.com TELEPHONE: +1 (347) 439-1067
ADDRESS: 142 W 57th Street, 11th Floor, New York, NY 10019 USA