

United Arab Emirates Jobs Expertini®

Director of Partner Marketing Jobs Dubai United Arab Emirate 2023 | Sana Commerce

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Company: Sana Commerce

Location: Dubai

Category: sales-and-related

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Description

It all started in 2007, with a pizza and a plan. Sana Commerce is an e-commerce platform designed to help manufacturers, distributors and wholesalers succeed by fostering lasting relationships with customers who depend on them. We're a fast-growing SaaS company that allows you to take ownership of your career. At Sana Commerce, we're looking for a Director of Partner Marketing to accelerate the impact from partners on pipeline, revenue and market presence. You will define and drive the partner marketing strategy from scratch with the goal to increase the engagement and revenue from both our existing partners and potentially new partners. Success in this role will be measured by achieving the aggressive growth objectives in engagement, pipeline and revenue coming from the channel.

Qualifications

What you'll bring:

Minimum of 8 years of experience in Partner Marketing;

Previous experience working in a B2B software industry;

Management experience is preferred, but not required;

Communicative: communicates in a clear and understandable way – easy to work with and capable of communicating with international colleagues across departments and the globe.

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