

Head of Partner Ecosystem Jobs in Dubai | Red Hat

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Company: Red Hat

Location: dubai

Category: other-general

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Jobs Responsibilities: Attract, develop, and retain the best possible team and ensure that they operate and integrate into the successful Red Hat culture

Bachelor's degree; MBA or postgraduate degree is a plus

Excellent market experience, including understanding of partner ecosystem market, competitor strategies and programs, sales cycles, and selling techniques

Experience and skills in selling to partners as well as in selling with and through partners, and in playing within ecosystem value propositions that combine multiple types of partners together

Several years of experience in partner management in a global, matrixed software organization

Proven record of helping develop successful partner fulfillment and go-to-market strategy

Global partner experience and understanding of the different channel partner types, including global diversity

Solid understanding of how software is used to solve business problems and how cloud technologies are shifting the IT landscape

Experience in transforming and enabling partners from a single-product focus to a multi-product and solutions-selling approach

Demonstrated ability to plan and set priorities and identify and resolve problems to produce measurable results

Insightful understanding of primary business drivers for ecosystem customers

Ability to promote strategy and influence change, while at the same time being a practical person to make things happen

Ability to create strategies using new and innovative ideas that meet Red Hat's unique needs

Demonstrated knowledge of channel development, management, strategy, and delivery

Excellent stakeholder engagement and management experience within a dual line reporting org structure

Excellent leadership skills, ambassador, and role model of Red Hat's unique culture#J-18808-Ljbffr

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