

Head of Partner Ecosystem Jobs in Dubai | Red Hat

[Apply Now](#)

Company: Red Hat

Location: Dubai

Category: other-general

Head of Partner Ecosystem Jobs in Dubai | Red Hat

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

[Apply Now](#)

Cross References and Citations:

1. [Head of Partner Ecosystem Jobs in Dubai | Red Hat Lebanonjobs Jobs Dubai Lebanonjobs ↗](#)

2. [Head of Partner Ecosystem Jobs in Dubai | Red Hat Germanyjobs Jobs Dubai Germanyjobs ↗](#)

3. [Head of Partner Ecosystem Jobs in Dubai | Red Hat Netherlandsjobs Jobs Dubai Netherlandsjobs ↗](#)

4. [Head of Partner Ecosystem Jobs in Dubai | Red Hat Softwareengineeringjobs Jobs Dubai Softwareengineeringjobs ↗](#)

5. [Head of Partner Ecosystem Jobs in Dubai | Red Hat Osakajobs Jobs Dubai Osakajobs ↗](#)

6. [Head of Partner Ecosystem Jobs in Dubai | Red Hat Doctorjobsnearme Jobs Dubai Doctorjobsnearme ↗](#)

7. [Head of Partner Ecosystem Jobs in Dubai | Red Hat Iraqjobs Jobs Dubai Iraqjobs ↗](#)

8. Head of Partner Ecosystem Jobs in Dubai | Red Hat Findurgentjobs Jobs Dubai Findurgentjobs ↗
9. Head of Partner Ecosystem Jobs in Dubai | Red Hat Whitecollarjobs Jobs Dubai Whitecollarjobs ↗
10. Head of Partner Ecosystem Jobs in Dubai | Red Hat Journalistjobs Jobs Dubai Journalistjobs ↗
11. Head of Partner Ecosystem Jobs in Dubai | Red Hat NzjobscareerJobs Dubai Nzjobscareer ↗
12. Head of Partner Ecosystem Jobs in Dubai | Red Hat Biomedicaljobs Jobs Dubai Biomedicaljobs ↗
13. Head of Partner Ecosystem Jobs in Dubai | Red Hat Realestatejobsnearme Jobs Dubai Realestatejobsnearme ↗
14. Head of Partner Ecosystem Jobs in Dubai | Red Hat Wowjobs Jobs Dubai Wowjobs ↗
15. Head of Partner Ecosystem Jobs in Dubai | Red Hat Searchnzjobs Jobs Dubai Searchnzjobs ↗
16. Head of Partner Ecosystem Jobs in Dubai | Red Hat SchoolcounselorjobsJobs Dubai Schoolcounselorjobs ↗
17. Head of Partner Ecosystem Jobs in Dubai | Red Hat Raleighjobs Jobs Dubai Raleighjobs ↗
18. Head of Partner Ecosystem Jobs in Dubai | Red Hat Dataanalyticsjobs Jobs Dubai Dataanalyticsjobs ↗
19. Head of partner ecosystem jobs in dubai | red hat Jobs Dubai ↗
20. AMP Version of Head of partner ecosystem jobs in dubai | red hat ↗
21. Head of partner ecosystem jobs in dubai | red hat Dubai Jobs ↗
22. Head of partner ecosystem jobs in dubai | red hat Jobs Dubai ↗
23. Head of partner ecosystem jobs in dubai | red hat Job Search ↗
24. Head of partner ecosystem jobs in dubai | red hat Search ↗
25. Head of partner ecosystem jobs in dubai | red hat Find Jobs ↗

