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Manager of Partner Success EMEA Jobs In Dubai | Jime Fortex

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Company: Jime Fortex

Location: dubai

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Description:Jime Fortex, we're committed to an inclusive environment and recognize that our diverse workforce is one of our greatest strengths. 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.

Responsibilities:Owning the (global) partner strategy and its execution;

Managing all partner-related tooling and processes, and creating all needed partner materials to enable the partner team;

Actively managing partner relationships with ERP resellers, strategic tech partners, agencies, and analyst companies like Forrester and Gartner;

Organizing (global) partner events;

Run (global) partner surveys, like partner NPS, to gather valuable feedback to continuously improve the (global) partner strategy.Requirements:At least 6 years of experience within software partner or channel networks;

Proven track record in building and executing a partner strategy within the software industry;

Experience with managing partner relationships;

Experience with leading a partner team and collaborating with (complex) stakeholders;

Completed a bachelor's or master's degree.#J-18808-Ljbffr

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