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Partner Sales Manager GSI – EEM Jobs in Dubai | Amazon

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Company: Amazon

Location: Dubai

Category: sales-and-related

1- Partner Sales Manager GSI – EEM

Job: Full Time

Location: Dubai, UAE

Job Responsibilities:

Manage a partner sales target delivered through a defined set of GSIs in EEM.

Work cross functionally and collaborates with sales, marketing, services, and training/enablement leadership teams to build a fully integrated GSI partner ecosystem

Engage a team of enterprise partner success managers as well as partner solution architects that are responsible for the overall success of the AWS partners selling with the AWS field teams.

Represent AWS as the Leader of GSIs in EEM participate in industry and partner events to deliver thought leadership on how AWS enables customer value

Job Requirements:

Significant GSI experience in sales/channel/business development

Experience building and leading teams and in direct and matrix operating structures

Demonstrated success in shaping and executing large complex deals with partners

Prior experience managing the performance metrics and channel sales best practices for team members

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