

Partnerships Manager (Channels)

[Apply Now](#)

Company: Datahash

Location: united arab emirates

Category: other-general

Job Description:As a Partnerships Manager (Channels) at Datahash, you will report to the Assistant Vice President (AVP) of Partnerships and play a key role in managing strategic partnerships with leading marketing channels. Your primary responsibility will be to build and maintain strong relationships with designated channel partners, drive advertiser leads and revenue growth, and collaborate on joint go-to-market programs and initiatives.

Roles and Responsibilities:

- 1. Relationship Building:** Build and maintain strong relationships with designated marketing channel(s), including industry leaders like Google, Meta, Snap, and TikTok. Collaborate closely with channel partners to identify opportunities for collaboration, joint go-to-market initiatives and co-marketing programs.
- 2. Revenue Growth:** Drive advertiser leads and revenue growth through strategic partnerships with channel partners. Work with cross-functional teams to develop and execute joint go-to-market programs to promote Datahash products and solutions.
- 3. Stakeholder Management:** Manage relationships with different stakeholders within channel partner organizations, including executives, product managers, and marketing teams. Ensure alignment of goals and objectives between Datahash and channel partner organizations.
- 4. Collaboration and alignment:** Collaborate with cross-functional teams, including Product, Marketing, and Sales, to ensure alignment and support for partnership initiatives. Provide insights and performance of designated channels to leadership in Growth and overall business.

Success Criteria: Achievement of advertiser leads and revenue targets from designated channel partners. Contribution to the achievement of revenue targets and business objectives outlined by the AVP of Partnerships. Successful execution of joint go-to-market programs and initiatives to promote Datahash products and

solutions. Positive feedback from partners about collaboration and effectiveness

Requirements Should have 5-8 years of working experience. Previous experience in partnership management or business development roles, preferably in the technology or SaaS industry. Knowledge of the digital marketing ecosystem, with a focus on leading marketing channels. Experience in managing relationships with different stakeholders within partner organizations. Strong communication and interpersonal skills, with the ability to build relationships. Analytical mindset with the ability to identify opportunities and drive results through data-driven insights.

1. Work From Anywhere: Your office can be anywhere you like. Seriously, anywhere.
2. Your Hours, Your Call: Work early bird hours or burn the midnight oil. It's all good.
3. Get in on the Action: ESOP? Yeah, you get a piece of the pie too.
4. Health is Wealth: We've got you and your family covered, health-wise.
5. Cool Vibes Only: Our work culture is as awesome as your favorite hangout spot.
6. Epic Offsites: Once a year, we go all out. Think fun, sun, and maybe a cocktail or two.
7. Coworking Access: Need a change from your home office? We've got spots.

#J-18808-Ljbffr

[Apply Now](#)

Cross References and Citations:

1. Partnerships Manager (Channels) Technologyjobs Jobs united arab emirates

Technologyjobs ↗

2. Partnerships Manager (Channels) Finddriverjobs Jobs united arab emirates

Finddriverjobs ↗

3. Partnerships Manager (Channels) Entryleveljobs Jobs united arab emirates

Entryleveljobs ↗

4. Partnerships Manager (Channels) Chemistryjobs Jobs united arab emirates

Chemistryjobs ↗

5. Partnerships Manager (Channels) Entertainmentjobsnearme Jobs united arab emirates

Entertainmentjobsnearme ↗

6. Partnerships Manager (Channels) Baghdadjobs Jobs united arab emirates Baghdadjobs

7. Partnerships Manager (Channels) PlumberjobsJobs united arab emiratesPlumberjobs ↗
8. Partnerships Manager (Channels) Investmentbankerjobs Jobs united arab emirates Investmentbankerjobs ↗
9. Partnerships Manager (Channels) Microbiologistjobs Jobs united arab emirates Microbiologistjobs ↗
10. Partnerships Manager (Channels) Newyorkcityjobs Jobs united arab emirates Newyorkcityjobs ↗
11. Partnerships Manager (Channels) Spainjobs Jobs united arab emiratesSpainjobs ↗
12. Partnerships Manager (Channels) Free-hiringJobs united arab emiratesFree-hiring ↗
13. Partnerships Manager (Channels) Sqljobs Jobs united arab emiratesSqljobs ↗
14. Partnerships Manager (Channels) Appdeveloperjobs Jobs united arab emirates Appdeveloperjobs ↗
15. Partnerships Manager (Channels) Iexpertini Jobs united arab emiratesIexpertini ↗
16. Partnerships Manager (Channels) GardeningjobsJobs united arab emirates Gardeningjobs ↗
17. Partnerships Manager (Channels) Sustainabilityjobs Jobs united arab emirates Sustainabilityjobs ↗
18. Partnerships Manager (Channels) Jobsinaustria Jobs united arab emiratesJobsinaustri:
19. Partnerships manager (channels) Jobs United arab emirates ↗
20. AMP Version of Partnerships manager (channels) ↗
21. Partnerships manager (channels) United arab emirates Jobs ↗
22. Partnerships manager (channels) JobsUnited arab emirates ↗
23. Partnerships manager (channels) Job Search ↗
24. Partnerships manager (channels) Search ↗
25. Partnerships manager (channels) Find Jobs ↗

Source:<https://ae.expertini.com/jobs/job/partnerships-manager-channels--united-arab-emirates-datahash-1968-29037/>

Generated on: 2024-05-02 by Expertini.Com