

United Arab Emirates Jobs Expertini®

Sr. Alliances Manager

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Company: Aspen Technology, Inc.

Location: abu dhabi

Category: other-general

The driving force behind our success has always been the people of AspenTech. What drives us, is our aspiration, our desire and ambition to keep pushing the envelope, overcoming any hurdle, challenging the status quo to continually find a better way. You will experience these qualities of passion, pride and aspiration in many ways — from a rich set of career development programs to support of community service projects to social events that foster fun and relationship building across our global community. The Role AspenTech is seeking an innovative and high achieving Sr. Alliance Manager to lead our Middle East partnership with Emerson. The individual will serve as the regional strategic interface for developing and executing upon an alliance strategy, joint business plan, solution offerings, and relationship management. The successful candidate will be responsible for leading all aspects of the alliance via a structured and programmatic approach, leveraging people and assets from both companies while considering regional market trends, customer needs, and partnership business objectives. Responsibilities include leading successful regional collaboration, financial performance, business planning, local governance/peering, technical and sales enablement, joint marketing and go-to-market execution. The driving force behind our success has always been the people of AspenTech. What drives us, is our aspiration, our desire and ambition to keep pushing the envelope, overcoming any hurdle, challenging the status quo to continually find a better way. You will experience these qualities of passion, pride and aspiration in many ways — from a rich set of career development programs to support of community service projects to social events that foster fun and relationship building across our global community. The Role AspenTech is seeking an

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Your Impact
Alliance Formation: Execute go-to-market strategies by managing key relationships, structuring the framework, operating, commercial and engagement models, and joint value proposition.
Organizational alignment and program management: Identify and align critical functions, tasks and accountabilities required from key stakeholders to execute against an established alliance strategy and business plan.
Strategic alignment: Facilitate mutual understanding of partnership portfolios and their potential impact on customer solutions or strategic themes such as asset optimization, digital transformation, energy transition and sustainability, and value creation.
Competency development: Ensure that Emerson and its partners build and maintain required competency levels and leverage AspenTech’s recommended service delivery methodologies for achieving operational excellence. Facilitate introduction and integration of AspenTech’s partner ecosystem to supplement regional services capabilities.
Portfolio management: Gain adoption of AspenTech solutions in the region.
Performance Management: Set and manage joint business planning, pipeline

reporting, demand generation, campaign execution, program revenue and customer targets. Develop and manage relevant metrics for the life cycle of the partner relationship. Strategic marketing: Participate in the execution of a co-marketing plan, partnership promotion, and thought leadership. Organizational Alignment: Facilitate effective and self-sustained engagements between the partner technical, sales, marketing, business units and executive leadership teams. Governance: Maintain peer-peer relationship mapping, and quarterly business reviews. Identify and resolve issues, escalate where appropriate. Become the “trusted advisor” for business line executives and managers. Ensure sustained engagement across functions (technical, marketing, sales) up to ELT level. Establish regular cadence calls. Partner Advocate: Serve as a key advocate for Emerson externally to the organization, and within AspenTech.

#LI-NK1 What You'll Need Proven success in building and/or managing technology-driven alliances. Experience leading complex operational and strategic initiatives. Track record of strategic thinking and operational excellence. Prior experience with digital technology and OT software in the process/manufacturing vertical markets. At ease participating in small or large group settings, working with executives to GM level, and fostering collaboration and trust with all levels of the Partner organization. Strong collaboration and influence skills. Exceptional written and oral communications. High energy with a positive disposition. Comfortable working in fluid, fast paced environments. Self-starter. Bachelor's degree in an engineering discipline or IT. Strong business acumen. Adept at identifying improvement and growth opportunities, building inter-organizational interlock, overcoming resistance to change and innovative thinking. Prior experience with AspenTech's product portfolio or that of a competitor is preferred.

About Us If you're looking to make a difference every day and push the limits of performance, AspenTech is doing things no one else thought was possible. As a leading industrial software partner, we help companies all over the world run safer, greener, longer and faster. With over 3700 employees and more than 60 global locations, AspenTech is meeting today's sustainability and business challenges head-on with unmatched expertise, cutting-edge AI-powered technology and a passion to innovate. AspenTech is an Equal Opportunity/Affirmative Action employer. AspenTech does not discriminate against employees or applicants on the basis of age, race, color, religion, creed, ancestry, sex, sexual orientation, gender identity or expression, pregnancy or related conditions, marital status, familial status, national origin, disability, medical condition, genetic information, citizenship, military service or protected Veteran Status or any other basis protected by applicable

federal, state, or local law. Reasonable Accommodation: We will provide reasonable accommodations to qualified individuals who have a disability or sincere religious reasons to request accommodation, when necessary to enable the individual to participate in the job application or interview process. If you wish to request an accommodation, please contact us at atrecruiting@aspentech.com. GDPR Privacy Notice: AspenTech collects a range of personal information during the recruitment process. This may include the following personal or special categories of personal data: recruitment information such as your application form and resume, references, qualifications and membership of any professional bodies and details of any pre-employment assessments; your contact details and date of birth; your marital status and family details; your identification documents including passport and driver's license and information in relation to your immigration status and right to work with us; information about your contract of employment (or services) including start and end dates of employment, role and location, working hours, details of promotion, salary (including details of previous remuneration), pension, benefits, and holiday entitlement; Plan Participants Enrolled in the AspenTech US Medical Plans: The Transparency in Coverage Final Rules require certain group health plans to disclose on a public website information regarding in-network provider rates and historical out-of-network allowed amounts and billed charges for covered items and services in two separate machine-readable files (MRF's). The MRF's for the benefit package options under AspenTech's US Employee Benefit Plan are linked below:

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