

Hiring Partner Relationship Manager for environmental IoT company from Greece/ Romania/ Poland

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Company: Paradise Placement Consultancy

Location: Poland

Category: other-general

Responsibilities

- ? Identify and on-boarding new partners.
- ? Form healthy relationships with the partner to achieve goals and business requirements.
- ? Act as the primary point of contact for partners and manage effective governance around the same.
- ? Monitor, measure, and analyse partner performance and provide regular updates to senior management.
- ? Engage with partners in relevant customer meetings as technical sales support as and when required.
- ? Create closer, more collaborative relationships with partners in order to achieve higher business potential.
- ? Establish a framework for partners best practices, joint research studies, government validation initiatives and discover new use cases and applications.
- ? Act as a liaison between the company and partner and lead projects awarded by the partner.

Job Requirements:

- ? Hold a Bachelors' degree in engineering OR be possess knowledge and zeal to learn about IoT & Air Chemistry.

? Excellent English communication skills with ability to collaborate and influence across levels with internal and external partners, including senior executives on both sides.

? Strong interpersonal skills that foster collaboration within a team, with business partners, cross-functional teams and with partners.

? Result orientated with demonstrated ability to independently achieve goals.

? Possess the discipline of proactively manage the partner relationship in a coordinated manner to drive the maximum value out of the relationship.

? Willingness to adapt to the global business environment and learn business practices based on the geography of the partner country.

Salary : 1500 - 2000 Euros per month.

Candidate will have come to Ahmedabad for 4 to 6 months in Ahmedabad, India for Training and Orientation.

Travel and Visa cost to India as well as Food and Accommodation will be provided by client while in India for Training.

Note: For a Partner Relationship Manager we are looking for someone Eastern Europe : Austria, UK, France, Portugal, England, Spain etc.

Call on 8469247001 for more details and send cv on before calling.

Key Skills :

Sales

Marketing

Relationship Manager

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