**Position description**

**Partnerships Manager**

**Name:** Vacant

## 

## Job Details

At [Company X], we're always looking to strengthen our business by adding value creating partners to our ecosystem. We’re seeking a Partnerships Manager to work closely with our revenue management team to both identify and recruit new partners plus drive the overall opportunity pipeline from our partner channel.

**Reporting to:** Vacancy

**FTE:** 1

## About the company

This job description is from a Sales organization template modelled for a typical midsized enterprise B2B SaaS. (E.g. ~100-125 employees, ~Series B fundraising completion, ~$5-$25M ARR). Job roles and accountabilities are a guide only based on Functionly's org design team experience and research. Salary is a guide only, and intended to be in $AUD, sourced from mean salaries within the $5-$25M ARR band from Think & Grow 2021/22 Australian Startup Salary Guide. USA customers could try use https://topstartups.io/startup-salary-equity-database/ data to find market salary data within different categories. <Replace with your own information>

## Roles and responsibilities

Partnership Management -

* Partner Sourcing and Evaluation
  + Execute due diligence and ongoing risk assessments against potential and existing third parties across
  + Research leads and qualify prospective partners
  + Review and select partners while limiting risk
* Partnership Analysis and Reporting
  + Manage reporting through analytics platforms
  + Measure and report on partnership channel effectiveness and ROI
  + Create customized partnership dashboards, reports and KPI tracking
* Partnership and Channel Strategy
  + Develop target partnership and alliance profiles based on opportunity areas, goals and channel objectives
  + Plan partnership programs and initiatives
  + Set partnership goals, objectives and KPI targets
* Partnership Program Management
  + Manage contractual agreements with partners
  + Develop and co-execute tactical plans (rebate programs and other incentives) to generate partnership leads
  + Support the partnership relationship with training and engagement
  + Manage partnership programs and implement initiatives

## Accountable metrics

* PRTNR: Channel generated opps
* PRTNR: Channel revenue
* PRTNR: Recruit targets

## Compensation guide\*

* AUD $99,000 (base only)

[signature block]

Signature\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Date\_\_\_\_\_\_\_\_\_\_\_\_

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