

Software Partner Manager International (f/m/d)

Located in Germany or Switzerland

trueChart is a scalable, enterprise class business intelligence solution, which integrates and extends the functionality of your preferred business intelligence and analytics platforms. trueChart's capabilities and benefits come from five integrated modules and is designed to help business users to easily and quickly get and see the answers they need from complex business intelligence data.

Ideal Candidate

The responsibility of the Partner Manager is to grow, enable and manage the software / trueChart VAR partner channel business in their region(s) of responsibility, and as a result, to grow and maximize software revenues from an enabled channel of resellers. Core regions are EMEA and APAC.

Feeling excited and motivated? Then you're exactly the type of candidate we're looking for.

Which requirements should you meet?

- Degree in Economics / Sales and/ or Marketing or similar; >5 years of hands-on experience will be considered in lieu of degree.
- 4+ years of experience in an international Partner Management role.
- Knowledge of the software industry and passion for data and BI.
- Strong Network and access into the North American and / or South East Asia Business Intelligence Ecosystem.
- Ability to communicate effectively and tactfully, both orally and in writing, tailoring communication style to various audiences such as internal customers, stakeholders, and app users.
- Flexibility and desire to work in a hands-on capacity while also thinking strategically.
- Experience in the B2B marketing of products or services.
- Strong analytical skills and experience in optimizing landing pages and user funnels.
- Strong team player, highly organized, with solid project management experience.
- Self-motivated, goal-oriented, creative, and willing to proactively experiment with various
- Ability to communicate fluent and clearly in English, Chinese and/or Malay, as well as German language skills are an advantage.

What can you expect?

- Develop and execute a regional go-to-market plan
- Identify, qualify, engage, sign, support and manage VAR partners
- Work with legal to prepare and sign partner agreements, and to maintain, enhance and update the partner agreement package as required
- Work with marketing resources to prepare and distribute regional marketing materials, and generate trueChart awareness
- Together with partners, organize and host regional promotional events online (e.g. campaigns, advertisements, press releases, webinars, etc.) and in person (e.g. roadshows, lunch and learns, breakfast briefings, tradeshow, etc.)
- Work with product owners and other departments to maintain, publish and communicate product details and licensing/pricing models
- Train VAR partner sales resources in trueChart positioning and sales
- Work with the HiCo consulting team to train and certify VAR partner consultants to effectively implement the trueChart platform
- Support partners in
 - business development efforts and deal-closings
 - coordinating presale demonstrations and consulting support from HighCoordination
 - coordinating technical support including installation assistance, and with bug/issue escalation
- Coordinate with HiCo owners and management to issue license and other invoices, organize license key distribution, subscription renewals and payment collections
- Hold regular meetings with partners to collect and manage monthly lead status and maintain corresponding entries in the CRM system
- Set partner targets, track progress, and facilitate trueChart software sales via VAR partners
- Manage partner conflicts and other issues to maintain a healthy partner ecosystem

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Why us?

- A modern product portfolio, efficient hierarchies and short decision-making processes
- Above-average, performance-oriented salary system
- Trust based working time, development opportunities
- Location: Germany or Switzerland

Interested?

If so we want to get to know you. Please send us your complete application documents (with application letter, curriculum vitae, training and working certificates in one PDF document), indicating your salary requirements as well as the earliest possible date of entry, to jobs@truechart.com. For further information, please contact us via Mail.

We are looking forward to receive your application!