Partnership Alliances Manager - North America

Apply Now

Company: Kerridge Commercial Systems

Location: United Kingdom

Category: other-general

Kerridge Commercial Systems (KCS) is growing and growing fast, new opportunities are available and change is required to continue on our journey of success. It's an extremely exciting time to be joining our business!

We're ranked No.37 in the Sunday Times HSBC International Track 200, a league table that ranks the top 200 of Britain's mid-market private companies in order of fastest-growing overseas sales.

As the market leader in developing and delivering fully integrated business management solutions our mission is simple: to design, implement and support high performance systems that enable our customers to source effectively, stock efficiently, sell profitably and service competitively on a global scale.

Revenues generated from KCS' sales of third-party solutions are high-growth and a critical strategic priority for our business. As a result, we have a new and exciting opportunity for a Partner Alliances Manager, based in our Cary (North Carolina) office to join our team with a focus on growth in our North American geographies.

Reporting to the Global Partner Alliances Manager you will engage with existing partners and stakeholders both internally and externally, and identify and execute new partnership opportunities.

You will define strategies and methods to effectively pitch and sell third party solutions, build and maintain long-term relationships and focus on profitable revenue growth to deliver a rapid return on investment. The role will require regular attendance at Cary and other NA offices.

Key Responsibilities:

A strong self-starter with the desire and flexibility to operate in a fast-paced technology company

Ensure delivery to quarterly and annual partner sales and margin target, constantly tracking the performance of each partnership to ensure profitability and ROI expectations are exceeded

Have a clear understanding and the ability to articulate the internal/external value proposition, positioning and competitive differentiation message of the third party solutions. Ensure that sales and marketing teams are aligned in the efficient generation & closure of opportunities

Close collaboration with the North American CEO and VP of Sales, including the sales and product teams to ensure watertight engagement of partners to all touch points within the KCS NA business

Be the go-to contact for each partnership within the KCS business to ensure critical information is captured and shared to drive commercial success

Establish, maintain and grow key stakeholder relationships with existing partners

Drive and set strategy for new business opportunities with existing partners

Identify new partnership opportunities for KCS to disrupt the market or enhance our current service offering. Execute new partnerships by working collaboratively with Product and Sales teams, managing the end to end go-to-market strategy

Assist in the negotiation and execution of 3rd party partnership agreements, ensuring performance to contract on all agreements

Key Requirements:

Experience & Knowledge:

Relevant Partner Management experience to ensure delivery to critical deadlines; have the confidence to hold senior stakeholders to account (internal & external)

Knowledge and experience within distributive; retail; and/or automotive verticals, as well as the third-party products that serve them

Experienced in working with C-suite business, partner, and customer stakeholders to solicit requirements, through leading discussions to unlock opportunities for business growth.

Experienced in analysing market trends, competitor products, and positioning of products against a target market as well as communicating the business position to senior stakeholders.

Understanding of the various partnership models (OEM/resell/refer)

Skills & Qualities:

Commercial awareness and business acumen with focus on P&L to justify investment business cases

Inquisitive and open-minded to new ideas, but able to objectively critique and challenge an external (or internal) partnership proposition

The ability to clearly articulate third party product sales strategies and visions effectively at all levels of the business

The ability to build and maintain strong and trusted internal and external relationships at all levels of business

The ability to present objectively with authority and confidence to senior levels of business, solving problems and taking decisive action within a highly complex partner ecosystem

Act decisively and communicate the data-driven rationale behind third party product portfolio strategic decisions

Accurately prioritise, organise and plan, to ensure continuous improvement and to drive growth in profitable sales revenue

Company Info

Kerridge Commercial Systems (KCS) is the market leader in developing and delivering fully integrated business management solutions for distributors, suppliers, resellers, wholesalers and merchants. Our mission is simple: to design, implement and support high performance systems that enable our customers to source effectively, stock efficiently, sell profitably and service competitively.

Equal Opportunities

KCS is proud to be an equal opportunity workplace and is an affirmative action employer. We are committed to equal employment opportunity regardless of race, colour, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender

identity or Veteran status. If you have a disability or special need that requires us to adjust the recruiting process please do advise us when contacted.

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