

Job Description

“Partner Manager – American Pre IPO eCommerce software vendor”

The company is one of the most exciting eCommerce software vendors in existence today and has established itself as one of the major players in the eCommerce ecosystem with major international brands as clients.

We are looking for a UK or Benelux based executive that will take a pivotal and leading position in driving the European channel strategy for this exciting company with the potential to lead the overall partner strategy for the European business.

Company Description

The company has developed a leading SaaS offering that is used by eCommerce merchants and online retailers globally. With a planned IPO in the next 2 years, this is a great time to join a very hot software company at a time when it is poised for tremendous global growth

Role:

- Build and develop revenue generating relationships with eCommerce related systems integrators, consultancies and partners
- Lead the UK and European partner strategy
- Work closely with sales and marketing teams to build partner strategy
- Active involvement in partner marketing campaigns
- European travel as well as international travel

Skills Required:

- 5 plus years of building revenue generating partner programmes
- Track record of achievement
- Will have experience within the eCommerce ecosystem, ideally having built channel and partner relationships in the sector
- New business sales focus
- Exceptional gravitas and ability to engage at senior level

Apply to Paul French, paf@intrinsicsearch.com