

# Partner Program Specialist

## POSITION SUMMARY

If you're a self-starter driven to succeed, then you'll love this high profile position where you'll implement partner program strategies for Calabrio. This is an excellent opportunity for an analytical professional to join a high energy, collaborative team in an empowering environment where you'll leverage your proven ability to execute channel partner programs.

You'll work closely with the Partner Marketing Manager where your main focus will be to develop channel partner processes and manage programs that will drive partner loyalty and incremental revenue. We'll look to your experience to launch and maintain various programs and tools to train and enable approved channel partners globally and to achieve the maximum potential from our partner relationships.

You will proactively solicit feedback on channel programs and processes and develop metrics to measure effectiveness of partner programs, engagement in executing solutions sales, and partner investment in the Calabrio relationship.

## WHY CALABRIO?

Imagine a job where you...

- Work directly with sales, product marketing, and channel partners to help ensure the success of Calabrio's Partner Program
- Have a meaningful impact on the satisfaction and growth of Calabrio channel partners
- Enjoy no-nonsense working environment where you collaborate with colleagues across business units.

## CORE EXPECTATIONS

- Develop frameworks to measure and impact channel partner readiness and channel productivity
- Manage partner-facing websites to ensure all sites reflect current, relevant, brand-compliant, and up-to-date content
- Develop and manage channel sales enablement and training materials for partner sales organizations
- Develop and manage internal tools, collateral and processes to onboard new partners
- Manage partner accounts, profiles and contracts in the CRM system
- Track and report on partner sales performance, field marketing activity, deal registration, partner marketing campaigns, sales incentive, and the success of the partner program

## CORE COMPETENCIES

- Excellent communication and presentation skills
- Ability to collaborate with internal and external resources, teams, and projects
- Motivated to be resourceful, innovative and entrepreneurial
- Ability to identify trends and solutions that improve effectiveness and efficiency
- Ability to manage multiple time-sensitive initiatives in parallel
- Strong MS Office skills, including Word, Excel and PowerPoint
- Demonstrated ability or interest in learning Calabrio software products
- Believes in self, company and marketplace and is passionate about learning and growing. Takes responsibility for own success, doesn't externalize, accepts challenges, does not take "no" as failure, but as an opportunity to succeed.

## EDUCATION/EXPERIENCE

- Requires a BA/BS degree preferably in Business Administration or related field
- Ideal candidates have 3+ years of channel program experience, administration, project management
- Proven and verifiable track record of managing a partner program and managing partners
- Technology (hardware, software, services) experience

## COMPANY POLICY/PROCEDURES COMPLIANCE

Follow all company policies and procedures as well as local, state and federal laws concerning employment to include, but not limited to: I-9 information, EEOC, Civil Rights and ADA.

## INTERESTED IN THIS OPPORTUNITY?

To apply, please click [here!](#)

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