

Partner Program Specialist

To apply for this position, click [here!](#)

Are you 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.

WHAT PROBLEMS WILL YOU BE SOLVING?

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.

WHAT SKILLS WILL MAKE YOU SUCCESSFUL?

- 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

WHAT IS REQUIRED FOR YOU TO APPLY?

- 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

WHAT VALUES ARE IMPORTANT TO CALABRIO?

- Collaboration amongst teams
- Open communication across the company
- Ambitious
- Accountable
- Customer Success

Calabrio, Inc. is an Equal Opportunity Employer that values diversity at all levels. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, national origin, age, sexual orientation, gender identity, disability or veteran status.