PRAGMATIQ

JOB DESCRIPTION

Partner Development Manager

LOCATION:

Milton Keynes Head Office - Mix of home and office-based working

REPORTING TO:

Sales Director

HOURS:

Full-time

SALARY:

Dependent on experience

WHO ARE PRAGMATIQ?

Pragmatiq are a Microsoft Solutions Partner who specialise in designing and developing Bespoke CRM (Customer Relationship Management) Systems and Custom Business Solutions, leveraging Microsoft Dynamics 365 and the Power Platform.

Our team are at the heart of the business, with expertise spanning a variety of areas. Each day, we always aim to bring out the best in each other and all work together to achieve one common goal; to accomplish great things by enabling our clients to do the same.

We use our core values to ensure all activities and initiatives related to hiring, promoting, development and reward are aligned:

> Be 'Pragmatiq': Providing the best possible technology and practical considerations to help a company thrive.

> Demonstrate excellence in everything we do: There is an uncompromising standard that we aim to achieve in all that we do within the business.

> Approach challenges with a 'can do' attitude: Solving problems is critical to both ours and our customers' success. When faced with each challenge, we approach it with a solutions-focussed mindset to get the 'job done' successfully.

> Be a team player with a collaborative mindset: Believing great ideas come from everywhere. We seek to create an environment where the best ideas, regardless of their source, have a chance to flourish.

> Go the extra mile: We strive to be the best and at times this means we are willing to push a bit further to ensure a successful outcome.

THE ROLE

We are seeking a dynamic and results-driven Partner Development Manager to join our growing team. As a key member of our business development unit, you will be responsible for cultivating and expanding our partner ecosystem. The ideal candidate possesses a strong understanding of strategic partnerships, business development, and has a proven track record of driving growth through successful partner relationships.

KEY RESPONSIBILITIES

Partner Identification & Onboarding

> Identify potential partners that align with our business objectives and target markets.

> Develop a comprehensive partner recruitment strategy to attract key organisations across the sectors in which we operate.

Relationship Management

> Work closely with our established partners to ensure they realise the value of partnering with Pragmatiq to drive mutual success.

> Be seen as the first point of contact for any Parter-related matters, including new opportunities that may be created.

> Complete quarterly reviews with the key stakeholders within the Partner organisation, to review and grow our working relationships.

Strategic Planning

> Develop a comprehensive partner recruitment strategy to attract key players in the industry.

> Ongoing holistic review of the Microsoft partner landscape to ensure Pragmatiq stays ahead of the curve in terms of the relationships we build and the technology solutions we promote across this critical channel.

Revenue Generation

> Drive revenue growth through the development and implementation of joint sales and marketing initiatives with partners.

> Analyse partner performance metrics and identify areas for improvement to optimise revenue streams.

Contract Negotiation

> Lead negotiations for partnership agreements, ensuring terms are mutually beneficial and in line with business objectives.

Training & Enablement

> Provide partners with the necessary resources, tools, and training to effectively promote our products/services.

> Ensure partners are knowledgeable about our offerings and can articulate value propositions.

Market Analysis

> Stay informed about industry trends, competitor activities, and market developments to identify new partnership opportunities.

> Utilise market insights to contribute to the development of the overall business strategy.

SKILLS & EXPERIENCE

> Proven experience in partner development, business development, or a related role.

> Strong negotiation and contract management skills.

> Excellent communication and interpersonal skills.

> Ability to think strategically and develop actionable plans.

> Results-oriented with a track record of meeting and exceeding targets.

> Familiarity with the Microsoft Partner landscape and working with Microsoft directly is advantageous.

WHAT WE CAN OFFER:

Join our team at an exciting period of growth as we continue to build our reputation as a leading Microsoft Partner. You will be an integral part of a talented team, dedicated to client success and ongoing innovation to remain at the very top of our game in a specialist area of technology.

We provide our employees with an extensive benefits package, that includes:

> Private health and dental insurance with Aviva

> 24/7 Unlimited Access to a GP

> Money back on healthcare costs across dental, optical, chiropody, physiotherapy, and more

> Access to a mental health support service

> Employee Self-Improvement Scheme; £500 per year to access a range of opportunities that support personal, physical, and mental development

> A rewards account providing a range of discounts across a variety of excellent brands

> One paid-for volunteering day a year for a charity of your choice

> 22 days holiday rising to 25 (based on service length), plus Bank Holidays. Plus the option to buy an extra 5 days leave, or claim 5 days back at the end of the year

> Birthday off work

> Hybrid working environment

> £200 to spend on home office equipment

> Up to £1,000 worth of training and certifications paid per year

> Dedicated weekly education hours

> Competitive salaries

> Pension plan

> Opportunities for progression

> Regular team social events

> Based in Witan Studios in the heart of Milton Keynes. The office is bright, modern and spacious, and just a short walk from Centre:MK, The Hub and MK train station

HOW TO APPLY:

If you wish to apply for this role, please send your CV directly to careers@pragmatiq.co.uk.

www.pragmatiq.co.uk   careers@pragmatiq.co.uk   /company/pragmatiq-solutions-ltd