

JOB DESCRIPTION

# Partner Development Manager

**LOCATION:**

Milton Keynes Head Office - Hybrid or Remote

**REPORTING TO:**

Sales Director

**HOURS:**

Full-time

**SALARY:**

Dependent on experience

**WHO ARE PRAGMATIQ?**

At Pragmatiq, we work with ambitious organisations to help them do better and be better. As an award-winning Microsoft Solutions Partner, we support businesses and non-profits to achieve their goals through digital transformation – using Microsoft Dynamics 365, the Power Platform, and Microsoft Copilot Studio.

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 our mission:

*We support our customers to build better and smarter organisations, leveraging the power of technology to unlock opportunities. We do this through a Microsoft focussed strategy, consistently pushing the boundaries of the platform, combined with Pragmatiq's approach to Excellence in everything we do.*

Our values embody who we are and underpin everything we do as a business. Additionally, they help us to ensure all activities and initiatives related to hiring, promoting, development and reward are aligned.



**ACCOUNTABILITY**

We take ownership & responsibility, and lead by example to ensure we deliver results.

Connected Values: Ownership. Reliability. Integrity.



**COLLABORATION**

By working together, being curious and sharing ideas, we identify solutions, quickly.

Connected Values: Humility. Respect. Communication.



**EXCELLENCE**

We believe in going above & beyond, being proactive and continually striving for better.

Connected Values: Ambition. Adaptability. Pioneering.



## 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:

- 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 Partner-related matters, including new opportunities that may be created.
  - Manage a growing number of partnerships (50+) ranging from strategic partnerships with weekly interaction, to infrequent check-ins 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.
- 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 AND EXPERIENCE

- Proven experience in partner development, business development, or a related role.
- Excellent communication and interpersonal skills.
- Ability to think strategically, develop and execute actionable plans.
- Results-oriented with a track record of meeting and exceeding targets.
- Experience of working in the IT services industry
- Proficient with Microsoft 365 tools; Outlook, Teams, SharePoint etc
- Knowledge of Microsoft Dynamics 365 and The Power platform is advantageous
- Experience in using Microsoft Dynamics as an internal CRM is advantageous

## EQUALITY, DIVERSITY AND INCLUSIVITY:

At Pragmatiq, we aspire to have a workforce that is diverse and representative of all sections of society. We value different thoughts and perspectives, and believe that a diverse workforce enables growth and creates a sustainably inclusive workplace for all employees. If you would like to discuss any specifics of the role and how you might be suitably qualified, or to discuss flexibility or accessibility requirements, please contact [careers@pragmatiq.co.uk](mailto:careers@pragmatiq.co.uk).

## WHAT WE CAN OFFER:

You will be part of a fast-paced Microsoft Solutions Partner at an exciting period in our growth. 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:

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| ➤ Private medical insurance   | ➤ Dedicated weekly education hours   |
| ➤ Employee Self-Improvement Scheme; £500 funding to access a range of opportunities that support personal, physical, and mental development | ➤ Annual investment in training and certifications   |
| ➤ Healthcare plan allowing you to claim money back on treatments across areas such as Dental, Optical and Physiotherapy                     | ➤ Hybrid working environment   |
| ➤ Access to a mental health support service   | ➤ Quarterly team social events   |
| ➤ A rewards account providing a range of discounts across a variety of excellent brands   | ➤ 25 days + Bank Holidays, with options to buy/sell days   |
| ➤ One paid-for volunteering day a year for a charity of your choice   | ➤ Birthday off work  |
| ➤ Enhanced Maternity, Paternity and Adoption Pay  | ➤ £200 to spend on home office equipment   |
|   | ➤ Competitive salaries   |
|   | ➤ Walking meetings   |
|   | ➤ Pension plan   |
|   | ➤ Based in bright, spacious offices in Central Milton Keynes, a short walk from Centre:MK 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](mailto:careers@pragmatiq.co.uk).

