

# Partner Development Manager

## Overall Responsibility:

The Partner Development Manager (PDM) is responsible for growth in a specific Product set for the ANZ region and represents Tradewinds to Specific Supplier Channel Managers, (Local Channel Managers or LCM's) current Tradewinds partners, and prospective partners.

## Key Areas of Responsibility:

### Recruiting

- Form alliances with provider LCM's of nominated Suppliers
- Identify, visit, and sign active partners not currently selling with Tradewinds
- Identify, visit and sign MSP's and VAR's not currently selling Specific Supplier solutions

### Activating and Growing

- Meet with producing Tradewinds partners on a regular basis to assess needs and encourage ongoing production of Specific Supplier solutions
- Identify growth opportunities in which partners can use additional Tradewinds and Telarus Group services
- Host local events with nominated Suppliers

### Consults With:

- RVP APAC/ANZ
- Global VP Sales Operations
- Regional Operations Manager
- Partner Support Manager
- All levels of management

### Qualifications:

- Must be a connector and thrive on meeting new people and networking
- Must be a competitive personality, motivated by achievement and winning
- IT Channel experience desired but not essential
- Effective communicator via all forms of digital communication
- Effective listener
- Maintain a role of ethics and honesty
- Required to undertake nominated Supplier Training courses within 90 days of start date

### Metrics

- Territory Sales Growth (MRR)
- Partner Visits
- Prospective Partner visits
- 5 \$5K Partners within 120 days
- 5 Active selling partners in a month, within 180 days

To apply, please send your resume to [theywood@tradewindsbrokerage.com.au](mailto:theywood@tradewindsbrokerage.com.au)