

Partner Manager iPaaS Belgium

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Company: Chronos Consulting

Location: Belgium

Category: computer-and-mathematical

Job Description

Our client is providing a cutting edge, low-code/no code platform that enables users to painlessly create automated workflows across applications and databases. The platform is highly rated by both Forrester and Gartner in the Integration Platform as a Service (iPaaS) industry. They are trusted by over 7, of the world's top brands.

Why join?

Named an “enterprise startup to bet your career on”, they are driven by innovation and looking for team players who want to actively build the company. They recognize that people can only thrive with great responsibility and ownership if they are equipped to strike a balance between productivity and care. Therefore, they offer all employees a vibrant and dynamic work environment, along with a host of attractive benefits that they can enjoy at work and beyond.

Ultimately, the company believes in fostering a flexible, trust-oriented culture that empowers everyone to take full ownership of their roles. If this sounds right up your alley, please submit your CV here.

Requirements

5+ years of partner-facing, quota-carrying experience in business development, strategic alliances, or channel sales at a high growth SaaS company

Proven experience in driving sales opportunities from lead generation to closure, effectively negotiating agreements and building long-lasting partnerships

Ability to quickly understand technical concepts and architectural scenarios, and explain them

to others verbally and in writing

University degree educated

Willingness to travel up to 25% of the time (when we finally can!)

Nice to have:

Experience in automation, integration, RPA or data & analytics

Native/fluent German, French or other European languages

Soft Skills / Personal Characteristics

Self-starter with the ability to drive projects from inception to completion

Exceptional attention to detail and follow-through

Excellent interpersonal skills, high energy, and enthusiasm, team-oriented, strong cross-group collaborator

Excellent copywriting and presentation skills

Ability to manage projects with tight resources and budget

Structured, logical thinker, even when working in a fast-paced environment under tight timeframes

Responsibilities

Help develop and implement EMEA partner strategy

Identify, recruit and onboard partners across the EMEA region

Activate partners through training, planning & joint GTM activities

Host strategic partner QBRs

Work closely with sales, customer success & marketing teams

Meet and exceed partner-sourced ARR targets

Key Performance Metrics

Partner recruitment & activation

Partner sourced ARR

BENEFITS

Supportive, collaborative, international team environment that supports remote employees (currently all of us!).

Long-term prospects for a professional career in a high growth company

Flexible Work culture

Be part of a community-oriented organization with a history of giving back

Best in class technology tools to empower you to do your best work

Support for professional development and continuous learning

Company-sponsored team-bonding activities and team celebrations

Employee and Customer referral bonuses

All full-time permanent employees will also have the following benefits:

Stock options at one of Silicon Valley's fastest growing startups

Health, pension & insurance benefits

Employee Assistance Program

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