

Technology Partner Relationship Manager

BlueRidge IT- Dubai Silicon Oasis (United Arab Emirates)

Job Description

This role is partner-facing with the aim of achieving revenue targets through an assigned portfolio of Enterprise Software Vendors and System Integrator partners..

Duties:

- Work with an assigned portfolio of Enterprise technology vendors to ensure pipeline health and coverage.
- Ensure revenue targets are met by maintaining renewal rate and new business opportunities.
- Participate with enterprise technology vendors on Joint Business planning and plan execution, maintaining an established Rhythm of Business (QBR, MBR, pipeline reviews, account planning etc.)
- Serve as single point of entry for any business-related questions and vendor dealings
- Ensure collaboration and utilize every Partner program feature: Deal Registrations, Incentives, Rebates, lead transfer, Co-op Funding etc. to acquire new clients and wins.
- Champion the awareness of BlueRidge portfolio and continually source for new technology vendor solutions for business development.
- Generate new leads through partner referrals to support the sales team.
- Work with marketing teams on co-marketing strategies and utilization of co-op funding for demand generation programs for the partners' portfolio.
- Participate in trainings and readiness sessions to be able to pitch to the company new products, product features, licensing, sales skills, and new incentive programs from partnering Enterprise Software Vendors.
- Work with Enterprise Software Vendors, Customer and Marketing teams on testimonials and referrals.

Requirements:

- Bachelor's degree (Sales, technology). Master's degree is an added plus.
- 5+ years of experience in working with Enterprise and/or System Integrators partners, understanding needs and business model.
- Experience with Microsoft is an exceptional plus.
- Proven track record of achievement against quota.
- Experience in channel management, sales, business development in the Software industry.
- Good level of technical proficiency.
- Strong partner relationship management.
- Strong executive presence including communication and presentation skills.

Company Description

BlueRidge IT is a technology solutions provider specifically focusing on Microsoft Cloud Solutions. These include Microsoft 365, PowerApps, Power Platform, PowerBI, Microsoft Azure, Enterprise Mobility Suite, SharePoint, MS Dynamics 365 and Microsoft EPM. We hold Gold Competency indicating Microsoft's recognition of our expertise with their technologies and our proven record in surpassing customers' expectations.

Our staff have a passion for technology and specialize in providing consultancy and cloud solutions to organizations of all sizes, including but not limited to Healthcare, Oil and Gas, Government, Education and Professional Services.

What We Strive For

Mission & Vision

To provide our clients with innovative, secure, always up to date, and cost-effective information technology transformation solutions that bridges the gap between Technology and Business.

Our Values

We are passionate about what we do...by providing our clients with the tools to maintain and embrace transformation, and we always steer away from procrastination tactics or ones that build consultant dependency.

Our Niche

Deliver compelling business benefits to any organization seeking to improve their IT department's prowess, enhance their skills and agility, reduce risk, and improve service levels and lower costs.

What We Do

Cloud Migration

As a Microsoft Gold Partner and trusted Cloud Advisor, we help organizations embrace cloud-based Solutions such as Office 365, Windows Azure, Windows Intune, EMS, CRM, and Dynamics 365. We handle everything on Microsoft Cloud. This includes Licensing, Hosting, Deployment, Migration, Operations and Support.

Application Deployment

We create and deploy mission-critical business applications that scale with our customer's business and growth objectives. We provide hosted or on-premise application deployment services such as PowerApps, Power BI, PowerAutomate, Enterprise Project and Portfolio Management Solutions, Microsoft Dynamics ERP & CRM, SharePoint Services, and powerful Azure websites and web apps.

Managed Services

As a Trusted Cloud Advisor, we offer complete IT service management solutions supporting all our customers IT Infrastructure needs. Systems are monitored and supported both remotely and locally 24/7 by our managed IT services team while ensuring efficient operation with flexible offerings like Microsoft Azure, Office 365, Dynamics 365 and more.