

Partner Development Sales Manager

Job type: Full time

Location: Peterborough

Salary: £60,000 + £60,000 OTC + Car Allowance

Data Interchange is a well-established and successful business with deep expertise and experience in B2B digital supply chain integration. A profitable company with a 30-year history and a large customer base, we are now embarking on a new phase of growth and are investing in expanding our sales team to drive this.

We are looking a new Partner Development Sales Manager to drive sales of Data Interchange solutions and services through working with partners. Currently, Data Interchange have a range of partners including vendors, industry bodies and overseas resellers. We are looking to develop this further to deliver increased sales and revenue from existing partners whilst also identifying and building relationships with new partners through which to accelerate sales growth. Sales targets will be based on developing and growing the existing partner base as well as establishing new partnerships.

Your responsibilities will include:

- Maintain high levels of activity with existing and potential partners
- Engage with existing partners, develop and execute contact plans to grow revenues
- Identify potential new partners, build and execute plans to sign them up
- Position Data Interchange as a valued strategic partner
- Build sustainable and multi-level relationships with partners
- Agree and deliver sales and marketing plans with partners
- Prepare and deliver high quality proposals and presentations
- Help refine and evolve Data Interchange's partner value proposition
- Build positive relationships with and work effectively with key internal stakeholders
- Fully utilise CRM to accurately report pipeline and forecast

Successful candidates will have:

- A strong track record of achieving sales targets over a minimum 5-year period.
- Longevity (three years plus) in previous roles
- Experience of developing a successful partner ecosystem essential
- Experience of software, managed services or supply chain solutions desirable
- Experience in automotive or manufacturing sectors desirable
- High quality presenter, both in oral and written form
- Organised and reliable with a methodical approach
- Please note this is a field role based from our Peterborough HQ but also may involve overseas travel.

In addition, Data Interchange will provide:

- Individual training allowance / study support
- Company pension
- Regular, subsidised staff social events

To apply for this position, please forward a copy of your CV and covering letter to careers@datainterchange.com