

Partner Manager (Permanent)

Location: Naas, Co Kildare

Company Profile:

OpenSky a European challenger brand to the large global software consultancies, delivering innovation across Government, Transport, Environment and Health sectors in the Ireland and the UK.

Due to business growth, OpenSky has a new role for a Partner Manager in its Naas, Co. Kildare office on a permanent basis. This is a company strategic role reporting directly to executive director level and key members of the senior management team.

Why Join our Team:

OpenSky is a dynamic, exciting place to work. We hire exceptional people, and every one of them is empowered to think independently, take initiative and be innovative in their job. We are committed to ensuring that our performance and reward strategies are designed to effectively support our employees at every opportunity and offers an excellent work-life balance.

At OpenSky our employees enjoy the creative, agile and meaningful work they do, the resources and technology they have access to and the benefits we offer. The projects we work on make a real difference, and that's what makes us distinct in our industry. This very factor means that our employees get to work with the latest and emerging technologies.

We've built a truly unique culture here at OpenSky, where our employees are always learning, challenged with interesting projects and rewarded with fantastic benefits. We attract talented individuals from a wide range of cultural, geographic and educational backgrounds whom bring with them a rich variety of skills and experiences.

Our plan is simple; we hire the best people whom possess the skills, talent, expertise, experience and motivation that we require and when we find them, we help them grow, develop and achieve their goals.

The values we share help us to thrive and succeed, both as individuals and as a team. If you share those values, you'll fit right in!

The Partner Manager Role Objectives:

OpenSky's partner strategy is a key initiative to grow sustainable revenues. OpenSky's strategy depends on working with partners who have complementary capabilities and resources so we can realise transformative impact by leveraging their ideas, resources, capabilities. As the Partner Manager, you will develop and maintain a partnership management system at OpenSky Data Systems and directly manage the day to day relationship with our partners to help both OpenSky and our partners achieve success.

As a key member of the senior management team you will:

- Engage with senior management team to set and deliver on growth strategy
- Set, Achieve or Exceed Revenue Growth and Profitability Objectives
- Know how to identify and implement those big opportunities adjacent to or complementary to our current business
- Provide thought leadership to enable new business ideation and implementation
- Collaborate on major initiatives and see them through to success, while being the primary contact for our partners at the highest level

The Job:

- Act as the point of contact for OpenSky partners across providers and specialist industry partners, dealing with contacts at these partners ranging from the CFO to the Partner Account Manager
- Understand and communicate partner organisational structure with key decision makers and foster executive relationships
- Identify current high-priority partners for individual initiatives and projects, their current approaches to partnership development and management, and their near- and long-term goals for current and desired partnerships
- With input from appropriate stakeholders, develop and manage a framework for a prioritised list of strategic partnerships for OpenSky
- Negotiate commercial agreements with partners for mutual benefit
- Develop partner propositions, working towards new business customer growth targets
- Provide a smooth onboarding for all partners: establishing key stakeholders, developing propositions, negotiating agreements and assessing requirements
- Develop business plans and performance metrics with partners
- Develop a partnership management system that ensures we continually capture knowledge about our strategic partners (e.g. organisation charts, current projects, our understanding of their goals)
- Identifying and launching new partnerships and business models to deliver new revenue streams
- Support and grow Incremental Revenue through partners working closely with our Business Development, Sales, Research Projects and Marketing teams

- Align the partner's growth objectives with OpenSky and build joint initiatives with marketing and execute against the agreed business plan
- Work directly with partners to address and resolve questions, concerns and issues applying research and problem-solving skills whilst working with multiple internal departments to address and resolve their queries
- Responsible for building, maintaining and managing long-term relationships with current and prospective partners
- Develop tools and systems to support partnership development and management activities, and help manage specific projects that are uniquely dependent on partnerships
- Plan, develop and execute go-to-market strategies and execute demand-generation activities with partners

The Fit:

- 3-5 years proven past sales/business development experience gained in a position such as a Partner Management, Key Account Manager/Relationship Manager ideally in a software consultancy organisation
- Experience in project management is desirable
- You will have prior success in partnership management with the proven ability to work with partners in complex environments, with multiple decision makers at many levels, internally and externally
- Proven ability to identify and cultivate strategic partners
- Strategic leader with proven ability to drive operational improvement & partner success
- Negotiation and diplomacy skills in managing partner and internal issues
- Proven ability to perform effectively in a fast-paced, high-growth, rapidly-changing environment
- Excellent communication, presentation, organisational and planning skills
- Excellent analytical and strategy skills with ability to learn quickly
- University degree educated
- Excellent oral and written English language skills

Personal Skills:

- Must be able to work well with peers and be viewed as a major contributor and team player, seeking out expertise and adding value to the business
- Superb written/verbal communication skills
- Excellent presentation skills to present a business case, strategy, and/or business requirements
- Ability to communicate knowledgeably and credibly with senior management and internal constituents
- Strong problem-solving skills, well-honed analytic and diagnostic skills
- Strong values encompassing integrity, objectivity and partnership

- Ability to effectively exchange information, in verbal or written form, by sharing ideas, reporting facts and other information, responding to questions and employing active listening techniques
- Ability to Travel occasionally

The above statements are not an exhaustive list

The Benefits:

You will form part of a high-performance team, working together to deliver projects of national and international importance changing the way large Business and Governments work.

- Competitive Salary – market adjusted
- Bonus
- Company Pension
- Gym Membership
- Incremental Increases in Annual Leave
- Employee of the Quarter Awards
- Employee Assistance Programme (EAP)
- Annual Health Screening
- Employee Referral Scheme
- Education Assistance Programme
- Continuous Professional Development
- Ethical Employer
- Friendly, fast paced atmosphere
- International working environment in a growing company
- Work with innovative technologies & solutions
- Microsoft Dynamics & Personal development programmes

Please note we do not require the assistance of third parties.

OpenSky Data Systems Ltd. is an equal opportunities employer