

# Turkey Jobs Expertini®

## Cloud Partner Business Development Manager

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Company: Huawei Telekomünikasyon Dış Ticaret Ltd

Location: İstanbul

Category: other-general

Achieve the sales, market, cooperation, and brand goals of HUAWEI CLOUD consulting and service partners and technology partners, and build a cloud ecosystem featuring technological symbiosis and business win-win.

Formulate development strategies and business plans for HUAWEI CLOUD partners in the Turkey based on the company's overall policies, and build and continuously optimize the cloud ecosystem partner system and business model.

Develop policies and processes for HUAWEI CLOUD partners in Turkey, manage the entire lifecycle of partners, and release and explain the policies.

Identify mainstream partners in the country, and assist partner to develop business and implement cooperation

Develop industry solution partners and SaaS partners, and assist technology partners in incubating solutions

Take charge of HUAWEI CLOUD digital operations platform, build and output cloud ecosystem sales operation, customer operation, and product operation capabilities, improve the expansion and installed base operation capabilities of a large number of medium- and long-tail customers, and build a continuous and stable pipeline.

Develop, cultivate, encourage, support, and cooperate with Huawei's ecosystem partners, and manage market order; build and continuously optimize the internal control

maturity

Implements HUAWEI CLOUD ecosystem talent development strategies, builds and operates online and offline training and enablement platforms, assists in the construction of career and professional certification systems, and builds a cloud ecosystem talent cultivation system.

## Requirements

3+ years cloud related experience

partner management, sales, business development, or partner channel development in the IT industry

IT/EE relevant Bachelor's Degree of engineering or above

Currently working in Partner of major cloud provider is preferred

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