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Partner Development Manager - Huawei Cloud

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Company: Huawei Telekomünikasyon Dış Ticaret Ltd

Location: İstanbul

Category: other-general

Huawei is a leading global provider of information and communications technology (ICT) infrastructure and smart devices, founded in 1987, in the southern Chinese city of Shenzhen.

We have more than 194,000 employees and we operate in more than 170 countries and regions.

With integrated solutions across four key domains – smart devices, telecom networks, IT and cloud services – we are committed to bringing digital to every person, home and organization for a fully connected, intelligent world.

Requirements

About the position

In order to support and contribute to our growth, we are currently looking for a **Business Development Manager** to work within our Cloud Business Department in **İstanbul**.

The Partner Development Manager will be responsible for building and maintaining relationships with many of our top cloud partners. You will also launch relationships, capitalize on business opportunities, plan go-to-market and promotion executions, resolve issues, analyse and track key metrics to identify trends. You will be a key partner contact, collaborating cross-functionally to deliver implementations designed to bring success to each partner.

Key Responsibilities

Collaborate with cross-functional teams to structure and execute business initiatives,

develop work plans, lead analysis and develop, and communicate final recommendations.

Forecast and report key metrics, track actual progress toward forecasts, drive and evaluate business growth of promotional and business opportunities.

Manage our product business growth by leveraging your experience and knowledge to shape our business, identify opportunities and drive with our partner services to the next level.

Develop and maintain an understanding of the original business for partners, and work with legal teams to discuss and execute agreements.

Build long-term relationships to realize and optimize value from all industry partnerships.

Skills & Experience

Minimum qualifications:

Bachelor's degree or equivalent practical experience.

8+years total experiences, 3+ years' experience in partner management, sales, business development, partner channel development or in sales within the consumer in cloud service / software as a service (SaaS) area.

Fluent in Turkish and English. Excellent written and verbal communication skills.

Preferred qualifications:

Experience in technology sales leadership with in Cloud Service /or Partner/Alliance sales leadership.

Strategic business thinker coupled with a passion for execution

High executive maturity and senior level communication skills

Proven sales/operations management track record of consistently holding or exceeding quota, using an indirect sales model, focused on solving enterprise customer problems, taking new products and solutions to market

Experience within the cloud industry and have an established network of contacts and

business.

Ability to manage partnerships finding the balance between tactical trading and strategic direction whilst delivering the Profit and Loss.

Solid knowledge of cloud service technologies and hands-on experience in winning/delivering business

Sharp business acumen with insights and understanding of competitor offerings

Ability to manage partnerships finding the balance between tactical trading and strategic direction whilst delivering the Profit and Loss.

Ability to clarify and summarize challenges in verbal and written form to shape executive engagement.

Experience with Data Analytics, excellent analytical skills will be a plus.

With strong knowledge of AI/ Big data/ Machine Learning/ Blockchain will be a plus.

Highly motivated with the ability to thrive in a fluid, demanding and fast-paced environment

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