

Channel Partnerships Manager

Description

Team Description The Reseller Partner Program team is a group of dedicated individuals who are passionate about finding the right partners for Pendo and helping to enable those partners to sell portions of the Pendo product line. We work with partners that span multiple industries including: Fintech, Banking, Procurement, HR, Field Services, and Education. Our partners white label Pendo's Digital Adoption solutions and resell those products to their customers.

Role Responsibilities As a Channel Partnerships Manager, you will be responsible for building the plan that will support your partner's revenue growth goals. You will serve as the primary contact for your assigned partners and have the responsibility for driving revenue share programs with your partners. We look for team members who are intellectually curious and self-starters, with the confidence to establish strategic frameworks and build out sales enablement for their partners' sales orgs. You will be surrounded by a smart team of inspiring individuals and will enjoy the support of the C-suite. We also want to learn from you, and if you have an entrepreneurial mindset, then this is a great opportunity for you.

Building, managing and executing strategic go to market and sales plans with your named partners that include business case justification Learning and demonstrating the value of the Pendo product line for partners and for partner end customers

Uncovering and solving complex partner org challenges, influencing those orgs to change and proactively seeking solutions

Pipeline management and reporting in relevant CRM system

Working closely with our Partnership Enablement Manager team to grow partnerships into top tier relationships that drive more than millions in ARR per year

Building deep, long-term and cross-org relationships with your partners, including: executives, partner teams, sales teams, marketing teams, and product teams to drive revenue for the partner and for Pendo

Build revenue sharing models and negotiate contracts and renewals that are beneficial to all parties

Evaluating prospective partners for a fit against our Ideal Partner Profile and working partnership deal cycles from demo to close

Minimum Qualifications 7 years or more of channel partner experience preferably in SaaS

Demonstrated consistent track record achieving or exceeding goals and quotas.

Possess an understanding of SaaS financial metrics.

Strong affinity for learning new technology and the ability to clearly articulate the business value proposition of Pendo's products

Aptitude to educate revenue organizations and experience with building and delivering return on investment presentations

Preferred Qualifications Proven success structuring complex OEM partnerships or experience in new partner development

Partnership experience

Entrepreneurial background / experience running a business

Executive-level gravitas & experience brokering executive-level relationships

Pendo Description Pendo was founded in 2013 by former product managers, who combined their heads and hearts to build something they wanted but never had as product managers — a simple way to understand and attack what truly drives product success. Our mission is to improve society's experience with software. Come join one of the fastest-growing startups, supported by best-in-class institutions like Battery Ventures, Salesforce Ventures, Spark Capital and Meritech.

You will gain experience in a diverse and exciting set of technologies and clients and have a real impact on Pendo's future. Our culture is passionate, dynamic, and fun.

EEOC We are an equal opportunity employer and believe having diverse teams where everyone brings their whole self to Pendo is key to our success. We welcome all people of different backgrounds, experiences, abilities and perspectives.

Accessibility Pendo is committed to working with, and providing access and reasonable accommodation to, applicants with mental and/or physical disabilities. If you think you may require accommodation(s) for any part of the recruitment process, please send a request to: accommodation@pendo.io. All requests for

Hiring organization

Pendo

Job Location

Raleigh, North Carolina, United States

Base Salary

\$ 60000 - \$ 105000

Date posted

June 17, 2024

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accommodations are treated discreetly and confidentially, as practical and permitted by law. Compensation Our salary ranges are based on paying competitively for our size and industry, and are one part of many compensation, benefits and other reward opportunities we provide. The expected OTE salary range for this role in the following locations is: (OTE with a Split of 50/50) Remote - USD \$212,000 – USD \$265,000 San Francisco Bay Area, CA – USD \$212,000 – USD \$265,000 New York City, NY – USD \$212,000 – USD \$265,000 Colorado – USD \$212,000 – USD \$265,000 London – £136,000 – £170,000 Individual pay rate decisions, including offers made within and over the expected salary range, are based on a number of factors, including qualifications for the role, experience level, skillset, and balancing internal equity relative to peers at the company. #LI-BL1 #LI-RemotePlease mention the word **SATISFYING** and tag RNDQuMjIwLjY0LjIzNw== when applying to show you read the job post completely (#RNDQuMjIwLjY0LjIzNw==). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via [RemoteOK.com](https://www.RemoteOK.com)