

Partner Manager

About this role

OptiMargin is looking for a Partnerships Manager to nurture and grow our ecosystem through product integrations and new distribution channels. OptiMargin is preparing to launch our partner platform. From new opportunities to more deeply integrate our product, to the development of reseller relationships, to the bundling of content into existing distribution channels, there's no shortage of opportunities to expand the potential of OptiMargin. This role will require the creative positioning of a new product in a changing landscape, in addition to technical know-how and a sharp attention to detail. Someone who's successful in this role will be able to assess and prioritize partner opportunities, grow relationships that enable those opportunities, and define and execute strategies that increase our ecosystem's scale.

What you'll be working on

- Develop the foundations of our partnership strategy, including how we onboard and collaborate with product and development partners.
- Identify and develop compelling partner-oriented solutions with OptiMargin, combining integrations with core use cases
- Develop joint business plans with partners, plan and forecast growth for key channel and partner accounts.
- Drive co-marketing and promotion opportunities that generate new interest in our product
- Bring feedback on partner pain-points and uncertainties to the product team, to improve features and functionality

Thing you're skilled in

- 5+ years of Partnership / Business Development experience focused on SaaS or marketplace platforms
- Experience managing a large and diverse partner portfolio — including strategic accounts and small development shops
- You can find and nurture new opportunities - developing strategy, finding partners, working with product, and going-to-market are normal activities for you