

NA Partner Operations Manager

 jobs.denodo.com/job/New-York-Global-Partner-&-Cloud-Alliance-Operations-Manager-NY-10001/947970555

Denodo is a leader in data management. The award-winning Denodo Platform is the leading data integration, management, and delivery platform using a logical approach to enable self-service BI, data science, hybrid/multi-cloud data integration, and enterprise data services. Realizing more than 400% ROI and millions of dollars in benefits, Denodo's large enterprise and mid-market customers across 30+ industries have received payback in less than 6 months. For more information, visit www.denodo.com.

We are a fast-growing, international organization with teams across four continents and we work with a cutting-edge technology, but that's not all we have to offer. At Denodo, we are like a family and it is of the utmost importance to us that we help support your professional growth every step of the way

Job Description

Primary contact working with the Denodo Product Alliance, Partner, Direct and Cloud Provider sales teams to manage the operational sales aspects of the Denodo partnership with Cloud providers, including AWS, Microsoft, Google, and Alibaba with additional responsibilities to engage with the NA Partner team and manage the regional Partner Operations function.

Job Responsibilities & Duties

General Duties:

- Expert on Denodo's relationship and operating model with each Cloud provider.
- Understand and document current state processes.
- Identify areas for streamlining and automation within the Cloud & Partner organization. Prepare a plan and priorities for improvement in effectiveness and efficiency.
- Work with Global Partner Operations to design and implement future state processes, tools and improvements for both the Cloud Partner Program and the Global Partner Operations team. This may include evaluation of software, tools and interacting with IT.
- Share best practices within Global Partner Operations (and other parts of the business) to facilitate Denodo operational enhancements.
- Become the Partner Salesforce reporting and dashboarding SME.

Specific Duties:

- Management of the Cloud Partner Portals for Amazon Web Services (APN), Microsoft Azure (Partner Center), Google Cloud, and Alibaba Co-selling partner portals to include:
 - Opportunity cleanup and hygiene of all current co-selling opportunities to bring to current state
 - Addition of all new opportunities and initial sales team collaboration alignment Updates as necessary
 - Triage and selling alignment for all new opportunities input by the cloud partners
- Denodo Salesforce manual opportunity creation and reconciliation with Marketplace and Partner Center. Ensure accuracy of Denodo Salesforce.
- Assist in the setup, submission, and tracking of cloud partner marketplace private offers
- Assist in the development of a process and tracking program to align cloud digital demand generation campaigns to leads to partner sourced opportunities in Denodo's SFDC instance
- Assist in various tasks associated with the development of the Denodo Cloud co-selling collaborations with AWS, Microsoft Azure, Google Cloud and Alibaba. Most of these are aligned to the information received, input, and contained in the cloud partner program portals.
- Cloud program management and associated activities for various Cloud Partner Incentive and Engagement Programs, including:
 - Workload Migration or Migration Assistance Programs
 - SaaS Revenue Recognition Programs
 - Partner to Partner Engagement Programs
 - Marketplace Sales Programs
 - Others as developed.
- Cloud co-selling collaboration engagements in partnership with the Denodo GTM Partner Managers and Account Executives.
- Global Partner Operations efficiencies and project rollout, may include mapping out workflows and requirement gathering.
- SFDC Dashboard & Reporting for both Global Cloud and Partner teams
- Onboarding new partners, validation of Partner Fees on Opportunities, general Opportunity hygiene and Partner cancellations/terminations.
- Drive PCS engagement and adoption of Denodo Partner-related sales policies, processes & tools and deliver training for new tools and processes
- Responsible for management of accurate account assignment and PCS territory updates. Establish processes to periodically audit account records, identify gaps and ensure records are updated.

Desired Skills & Experience

- Strong interpersonal, leadership and organizational skills
- Excellent communication skills, both oral and written

- Aptitude and ability to interface successfully with large businesses and confidently represent Denodo's position and ability to negotiate and deliver to requirements
- Ability to gather requirements, manage projects and produce workflow documentation - globally
- Ability to lead across functional areas
- Ability to work in a fast-paced, agile environment
- Ability to work with multiple levels of management
- Ability to work independently on projects with minimal supervision
- Collaborative spirit and working style; able to enroll cross functional resources to support and deliver to your objectives
- Ability to enroll and motivate a cross-functional team to deliver to stated objectives
- Bachelor's degree or equivalent work experience
- Salesforce knowledge a plus
- Previous experience with Cloud Providers a plus

Denodo is an equal opportunity employer and prohibits discrimination and harassment of any kind. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity or expression, pregnancy, age, national origin, disability status, genetic information, protected veteran status, or any other characteristic protected by applicable law. Denodo will provide reasonable accommodation to employees who have protected disabilities in accordance with applicable law.

We do not accept resumes from headhunters or suppliers that have not signed a formal fee agreement. Therefore, any resume received from an unapproved supplier will be considered unsolicited, and we will not be obligated to pay a referral fee.