

Senior Technology Partner - New York State, United States - Amazon

 us.beebe.com/job/20231021-732210476e94c503edfa9b009a2b215d

Description

Amazon is where innovation, risks, and ideas are celebrated.

At Amazon Web Services (AWS) we are inventing the future of cloud computing with a team of builders who try new things and dream big dreams.

Our web services provide a platform for IT infrastructure in the cloud used by hundreds of thousands of developers, governments and organizations around the world.

Come join us and work with the latest cloud computing technologies that enable our customers and partners to do more with technology and change the world.

This opportunity is to grow the adoption of Public Sector Partner solutions and transform partner software and services procurement through AWS Marketplace for Public Sector customers and our partners.

Worldwide Public Sector (WWPS) Partner organization is looking for an experienced Principal Tech Business Development Manager (Tech BD) to join our team focused on Global Partner Solutions and AWS Marketplace.

Scaling the strategy globally, working cross functionally (AWS Marketplace, Distribution, US and International PS Partner teams).

You will position AWS Marketplace with Public Sector partners across partner types (Independent Software Vendors, Systems Integrators, Distributors, Channel Partners and Service Providers); engaging directly with internal and external partner teams, senior leaders, key software vendors and channel partners to drive PS customer Marketplace adoption and growth.

We help our AWS teams and PS partners define global expansion priorities aligned with PS customer use cases, and leverage AWS Marketplace programs and resources.

Our team will also be responsible for driving inputs to evolve the Marketplace strategy, international priorities and existing programs and create new benefits to build long lasting channel relationships.

We are committed to furthering our culture of inclusion.

We have innovative *benefit* offerings, and we host annual and ongoing learning experiences, including our Conversations on Race and Ethnicity (CORE) and AmazeCon (gender diversity) conferences.

Amazon's culture of inclusion is reinforced within our 14 Leadership Principles, which remind team members to seek diverse perspectives, learn and be curious, and earn trust.

Striking a healthy balance between your personal and professional life is crucial to your happiness and success here, which is why we aren't focused on how many hours you spend at work or online.

Instead, we're happy to offer a flexible schedule so you can have a more productive and well-balanced life—both in and outside of work.

We have a broad mix of experience levels and tenures, and we're building an environment that celebrates knowledge sharing and mentorship.

We care about your career growth and strive to assign projects based on what will help each team member develop into a better-rounded professional and enable them to take on more complex tasks in the future.

The ideal candidate is driven to succeed with a strong bias for action, a collaborative team player, possessing a strong business background and partner management/sales and program experience in international markets.

Responsibilities include building and drive relationships at the field and AWS leadership levels; Building and managing a pipeline.

Successful applicants will have a combination of business development, sales, and technology experience with ISVs and consulting partners, in the software industry; a track record of top-performance that is customer-centric, self-motivated and demonstrated experience building/executing disruptive business models.

This position has a high level of visibility, and you will need to be a strong leader, able to communicate clearly and compellingly both in your writing and through your presentation skills.

For individuals with disabilities who would like to request an accommodation, please visit

Amazon Location:

USA, NY,
