

Partner Journey Manager

Partner Development Mgmt.

Microsoft's mission is to empower every person and every organization on the planet to achieve more. Our culture is centered on embracing a growth mindset, a theme of inspiring excellence and encouraging teams and leaders to bring their best each day. We believe we should each find meaning in our work and we ensure employees have the freedom and the reach to help make a difference in the world.

Do you want to work on a meaningful and impactful project and make a difference? Are you willing to learn from others and open to new ideas? Do you want to support others to succeed and operate in a highly collaborative and global environment? If this sounds like you, Microsoft would like to invite you to come join us as you are, where you can find more than just a job. Read on to learn more about opportunities and apply online!

Our partner ecosystem is at the forefront of bringing this powerful mission to life. This role, Partner Journey Manager, will engage directly with the partner ecosystem as part of our Partner Channel Development strategy.

Responsibilities

As a Partner Journey Manager supporting our Partner Channel Development, you will have the opportunity to demonstrate your skills in strategy and execution. This is a business development role responsible for sourcing, on boarding and driving the account development and management of a larger portfolio of partners. The successful candidate will guide partners through their transformation journey to build new cloud capabilities and solutions that generate growth and innovation. The Partner Journey Manager is a strong orchestrator to align Microsoft and partner resources for business impact along the Partner Journey. The importance of the role is evidenced in Microsoft's deep commitment to the partner ecosystem to build a mutually beneficial business relationship.

Qualifications

Experiences Required: Education, Key Experiences, Skills and Knowledge

- Bachelor's or Master's degree with 0-5 years of experience in sales, partner management, business development, and/or alliance management, preferably in the technology industry.
- Experience partnering with or managing virtual teams across functions and company borders preferred.
- Inclusive and collaborative – driving teamwork and cross-team alignment.
- Excellent communication and presentation skills with a high degree of comfort.
- Challenger mentality leveraging internal and/or external resources, conflict resolution, and follow through.
- Experience / Know-How in Microsoft cloud solutions preferred.
- This full-time role initially comes with a temporary work contract.

Additional Details

Microsoft is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to age, ancestry, color, family or medical care leave, gender identity or expression, genetic information, marital status, medical condition, national origin, physical or mental disability, political affiliation, protected veteran status, race, religion, sex (including pregnancy), sexual orientation, or any other characteristic protected by applicable laws, regulations and ordinances. We also consider qualified applicants regardless of criminal histories, consistent with legal requirements.