

Job Description

JOB TITLE	Partner Development Manager
DEPARTMENT	Partner Management
RESPONSIBLE FOR	Owning and growing the Apple Enterprise Business
RESPONSIBLE TO	Category Lead – Workspace
KEY DUTIES	<p>Are you interested in supporting the development & execution of the strategic direction of Apple technologies at one of the UK's largest IT services providers? Are you looking for an engaging and varied challenge in a friendly, fast-paced and growing business?</p> <p>With revenues of over £1bn, the UK-based arm of CDW is a leading supplier of IT solutions and services to a broad range of commercial and public sector customers in the UK & International markets.</p> <p>We are looking for an individual to drive our Apple portfolio within the UK partner management team as CDW continues to grow its market relevance and serve our customers. Focus on the customer, solutions build and business outcomes all play a big part the success of this role.</p> <p>The Partner Development Manager is responsible for building and maintaining internal and external relationships and executing strategies to maximise Apple business growth. Main responsibilities include:</p> <ul style="list-style-type: none"> • Work with category leads to build Apple business plans and own execution of GTM strategies to drive business growth, in line with global counterparts • Work closely with executive stakeholders to develop portfolio, new markets and strategies for Apple business growth, including bundled solutions, product attach and services wrap • Meet assigned targets for profitable sales volume and agreed KPI objectives • Maintain full compliance with Apple portfolio and sales motion across all geographies for which you are responsible • Work in close partnership with solutions (Apple Practice), R&D, services and sales to create upsell opportunities in new/existing markets and identify opportunities to drive revenue and profitability, including partner investment plans • Act as a market expert for the Apple portfolio and share expertise internally across different business units using an outcome-based approach

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	<ul style="list-style-type: none"> • Manage and cultivate relevant relationships between Apple, CDW sales and leadership teams to align strategy and communication • Act as the liaison and escalation point for sales related issues and operational platforms between CDW and Apple, e.g. CRT • Be the SME where relevant both within CDW & as a voice to the customer • Define and lead marketing initiatives for aligned Apple portfolio in partnership with marketing to promote AAER go to market strategies, including DaaS, AFS, whitespace, ecosystem partners and future product release • UK and International travel opportunities
KNOWLEDGE AND EXPERIENCE	<p>The successful candidate will have a demonstrable track record of successful sales or partner management, consistent high performance and be capable of leading senior engagements within both CDW & Apple (QBR's, business alignment), as well as:</p> <ul style="list-style-type: none"> • Strong market knowledge and understanding of trends that impact organisational strategy • Experience in building and supporting strategic business and marketing campaigns • Communication skills and ability to build senior and executive relationships • Broad understanding of Apple technologies and the business challenges that they address • Proficient commercial acumen and understanding the impact of business outcomes • Strong planning, organization and reporting skills • Hunter mentality to execute and deliver
PERSONAL ATTRIBUTES	<ul style="list-style-type: none"> • Self Starter, Results-Oriented • Dynamic • Problem solver • Reliable • Entrepreneurial • Empathetic • Adaptable