**Partner Manager – Cisco Business**

Location: Hybrid / Whilst this role is flexible it is expected that the successful candidate will visit the various SCC locations 2/3 times per week as required.

Contract Type: Permanent

Salary Package: Competitive Salary + OTE + Car Allowance + Attractive Benefits

c.35-50k

As the Partner Manager for Cisco, you will be work within the Cisco team responsible for delivering on the Cisco revenue, margin and rebate targets within SCC. Fostering strong relationships, across SCC (Sales, Marketing and Services) and Cisco you will refine and execute a partnership strategy to achieve business objectives to develop and grow SCC's Cisco portfolio.

Reporting to: Alliance Manager - Cisco

**Why SCC?**

* An inclusive workplace
* Excellent package: solid basic and company benefits
* Hybrid working in line with role requirements.
* Career development and life-long learning opportunities
* Opportunity to join Europe's largest privately-owned IT Company

**Key Responsibilities**

Own and drive revenue, margin and rebate improvements across SCC leveraging Cisco Partner 360 Program

Transform SCC's Cisco offers to deliver pro-active Cisco solutions to support our customers.

Achieve and exceed your annual targets.

Own Cisco’s LifeCycle programs (LCI/LCA)

Work Closely with Marketing team to develop and execute Quarterly and Annual marketing plan.

1. **Revenue Growth and Business Development:** Identify opportunities for revenue growth and develop and maintain a joint business plan. Work closely with the sales team to drive partner-led opportunities and maximise sales of Cisco services. Track and report on key performance metrics, including revenue targets, pipeline growth, and partner performance.
2. **Solution Creation and development:** Working with Cisco and SCC's sales and services teams, ensure that Cisco offers are fit for purpose. Work with SCC teams to develop new solution offerings in line with market demand and Cisco's strategic direction.
3. **Sales Enablement and Training:** Provide guidance, training, and resources to sales and services teams to enhance their knowledge of Cisco products and enable them to effectively sell and deliver these. Collaborate with the Cisco teams to develop and deliver enablement programs, including workshops, webinars, and training sessions.
4. **Joint Go-to-Market (GTM) Initiatives:** Collaborate with marketing and sales teams to develop and execute joint GTM initiatives with partners. This includes planning and executing marketing campaigns, conducting joint events, and leveraging partner resources to generate leads and drive customer adoption of Cisco services, maintain a Cisco portfolio pipeline and provide accurate forecasting.
5. **Relationship Management:** Ensure compliance with terms and conditions. Conduct regular business reviews to evaluate performance, address challenges, and identify areas for improvement.
6. **Market and Competitive Analysis:** Stay updated on market trends, competitive landscape, and industry developments related to Cisco services. Provide insights and recommendations to internal teams based on market analysis and partner feedback. Collaborate with marketing teams to create and execute joint marketing initiatives with partners, driving awareness and demand for Cisco's solutions.

**Qualifications / Key Skills / Experience**

* Proven experience and success of IT Partnerships/ alliances management or business development roles across products and services within the technology industry
* Strong understanding of the IT market Networking, Security, Cloud & AI and managed services and support
* Excellent negotiation, communication and relationship building skills.
* Ability to build rapport, influence and negotiate with vendor and internal stakeholders.
* Ability to work collaboratively with cross-functional teams and influence key stakeholders.
* Analytical mindset with the ability to leverage data and metrics to drive decision making.
* Demonstrable ability to develop and execute joint business plans and drive revenue growth.
* Results oriented with a focus on driving revenue growth and achieving targets.
* Positive Can-do attitude
* Knowledge of Cisco's products, services and solutions is highly desirable.
* Ability to work in a fast-paced, dynamic environment and manage multiple priorities effectively.
* Proficiency in using CRM systems, sales enablement tools, and Microsoft Office applications.
* Strong written and communication skills

**About Us**

SCC is Europe's largest privately-owned IT business, based out of the new £7m HQ office in Birmingham and we help clients succeed through IT transformation and exceptional customer experiences. We are a business where innovation is greater as we combine unique ideas, people and disciplines. We are a global company that is passionate about IT and where we look to simplify the complex.

We are an equal opportunity employer.

SCC is committed to providing equal opportunities and a proactive and inclusive approach to equality and diversity in employment. No applicant or employee will be treated less favourably than another on the grounds of a protected characteristic which are defined as sex, sexual orientation, age, disability, gender reassignment, trade union membership or non-membership, marriage and civil partnership, pregnancy and maternity, race and religion or belief.