

Head Of Partnerships, Apj

[Apply Now](#)

Company: Lanson Partners

Location: New South Wales

Category: other-general

Account & Relationship Management (Sales)Lanson Partners has been engaged in an exclusive agreement to find a Head of Partnerships, (APJ), for a cloud-based project and work management platform.The Company:Enterprise project management and team collaboration platformRapidly growing global Tech UnicornA highly inclusive culture with a diverse leadership team, creating the ideal atmosphere for cross-collaborative work and innovation.Market cap at nearly \$10BHybrid work modelThe Opportunity: Head of Partnerships, (APJ)This is an opportunity for an experienced leader in Tech/SaaS who is fueled by curiosity and has a passion for developing and empowering teams.You will be an experienced channel and partnerships leader that will oversee the growing Partnerships team and ecosystem, consisting of multiple motions/activities (incl. Channel Partners, GSIs, DMRs, Professional Services and more).You will specialise in different types of partnerships; resellers, solution providers, GSI, DMR, and service partners. You will have a proven track record of building out multifaceted partner ecosystems (integrations, migrations, apps, services, etc)Supported by an inspiring global leadership team, you will be responsible for building, developing and driving the APJ Partnerships strategy and teams to achieve the overall business targets, with close alignment and collaboration with core business segments (Sales, Customer Success, Onboarding, Marketing, Enablement, etc).Who are we looking for?We are looking for that special someone who doesn't just follow trends but sets them, someone who doesn't just solve problems but thrives on challenges. In this ever-evolving landscape of technology, we need a trailblazer, someone who sees possibilities where others see obstacles, someone who isn't satisfied with the status quo but

constantly seeks to push the boundaries of what's possible. You will have a keen eye for opportunity and a relentless drive to see it through. As the architect of the APJ Partnerships strategy, you'll be at the forefront of the company's journey, leading from the trenches with a player-coach mentality. We are looking for someone who won't just delegate, but someone willing to roll up their sleeves and dive into the heart of the action. Because here, leadership isn't about giving orders from the sidelines; it's about inspiring greatness in others, nurturing their potential, and empowering them to achieve the extraordinary. As you step into this role, you won't just be leading a team; you'll be spearheading the execution of the company's strategic vision, driving the business towards unparalleled growth and success. You'll also be entrusted with the crucial task of scouting, recruiting, and nurturing the next wave of talent that will propel the business forward. Why join the company? A hybrid work model encouraging collaboration, productivity and flexibility, including brand-new (dog-friendly!) offices in the heart of the Sydney CBD. An environment of professional development and personal growth. A culture of camaraderie, connection and community. There's always something to look forward to on the calendar - retreats, recognition celebrations and events, thoughtful care packages and more. Transparency and diversity aren't just the values the company upholds; they're the pillars upon which they build their future. This is a role where innovation meets collaboration, where strategy intertwines with execution, and where leadership isn't just a title but a way of life. To apply please click the **APPLY NOW *******, sponsorship is not on offer for this position. Report this job advert Don't provide your bank or credit card details when applying for jobs. Choose from thousands of courses delivered by leaders in education. #J-18808-Ljbfrr

[Apply Now](#)

Cross References and Citations:

- 1. Head Of Partnerships, Apj [Jobspro Jobs New South Wales Jobspro](#)**
- 2. Head Of Partnerships, Apj [Petsjobs Jobs New South Wales Petsjobs](#)**
- 3. Head Of Partnerships, Apj [Iraqjobs Jobs New South Wales Iraqjobs](#)**
- 4. Head Of Partnerships, Apj [Attorneyjobs Jobs New South Wales Attorneyjobs](#)**

5. **Head Of Partnerships, Apj MedicalassistantjobsJobs New South Wales Medicalassistantjobs** ↗
6. **Head Of Partnerships, Apj ElectricianjobsJobs New South Wales Electricianjobs** ↗
7. **Head Of Partnerships, Apj Instrumentationjobs Jobs New South Wales Instrumentationjobs** ↗
8. **Head Of Partnerships, Apj MadinahjobsJobs New South Wales Madinahjobs** ↗
9. **Head Of Partnerships, Apj Indiajobscentral Jobs New South Wales Indiajobscentral** ↗
10. **Head Of Partnerships, Apj ElectricianjobsJobs New South Wales Electricianjobs** ↗
11. **Head Of Partnerships, Apj Argentinajobs Jobs New South Wales Argentinajobs** ↗
12. **Head Of Partnerships, Apj Whitecollarjobs Jobs New South Wales Whitecollarjobs** ↗
13. **Head Of Partnerships, Apj Canadajobscareer Jobs New South Wales Canadajobscareer** ↗
14. **Head Of Partnerships, Apj Emailjobs Jobs New South Wales Emailjobs** ↗
15. **Head Of Partnerships, Apj Luxuryjobs Jobs New South Wales Luxuryjobs** ↗
16. **Head Of Partnerships, Apj Presidentjobs Jobs New South Wales Presidentjobs** ↗
17. **Head Of Partnerships, Apj Free-hiringJobs New South Wales Free-hiring** ↗
18. **Head Of Partnerships, Apj Advertisingjobs Jobs New South Wales Advertisingjobs** ↗
19. **Head of partnerships, apj Jobs New south wales** ↗
20. **AMP Version of Head of partnerships, apj** ↗
21. **Head of partnerships, apj New south wales Jobs** ↗
22. **Head of partnerships, apj Jobs New south wales** ↗
23. **Head of partnerships, apj Job Search** ↗
24. **Head of partnerships, apj Search** ↗
25. **Head of partnerships, apj Find Jobs** ↗

Source: <https://au.expertini.com/jobs/job/head-of-partnerships-apj-new-south-wales-lanson-partners-2708-40846/>

Generated on: 2024-05-06 by Expertini.Com