

Head Of Partnerships, Apj

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Company: Lanson Partners

Location: Sydney

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**

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