

Partner Enablement Manager - Cloud Solutions

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Company: Arrow Electronics

Location: Melbourne

Category: other-general

Position:** Partner Enablement Manager - Cloud Solutions ***Job Description:** Arrow ECS ANZ is looking to bring on a Partner Enablement Manager reporting to the Cloud Practice Director. This is a business-critical role as you will be a partner champion and instrumental in the onboarding of IT resellers and Managed Service Providers with aggressive recruitment targets. ***What You'll Be Doing *** Drive the Partner Enablement function*** Be the first touchpoint for Arrow partners delivering webinars, workshops, training, onboarding, and supporting them take cloud solutions to their customers. *** Be technically savvy, and lead Partners to best practices in the use of the Arrow Sphere platform and other vendor specific programs and solutions*** Be the go-to person for all things vendor program related (ex. Microsoft CSP program) *** Extensive stakeholder management both internally and, within partner organizations*** Be the voice of the Partners within the business *** Work closely with the Cloud Practice Director to support enablement initiatives that involve partners and internal stakeholders alike.*** Close collaboration with the Arrow Sphere development team to onboard new vendor programs on to the platform ***What you'll have**** Extensive experience in partner enablement roles or product/ program management roles *** In-depth experience with Microsoft CSP program.*** Knowledge and expertise in other Tier1 vendor programs will be an added advantage. *** Hands-on experience delivering webinars, workshops, and creating enablement content*** Technical problem-solving skills *** Confidence to present solutions and influence/engage key senior-level stakeholders.*** ***What's In It For You*** At Arrow, we recognize that financial rewards and great benefits are important aspects of an ideal job. That's why we offer a competitive remuneration package along with the following benefits: *** Supportive,**

collaborative, and high-performing team environment, with a strong open-door policy*
Company funded monthly staff lunches, coffee carts and daily supply of fruits and cereals*
Group life insurance* Additional paid leave on top of statutory leave entitlements such as
birthday leave, parental leave, study leave and charity leave* Employee Award Program for
outstanding performers* Employee Assistance Program (EAP)*Arrow ECS ANZ *is one of the
industry's leading distributors of IT products, specializing in security, networking, storage, unified
communications, and product service renewals. Currently Arrow ECS employs over 170 staff
members across its Sydney, Melbourne, Brisbane, Perth, Canberra, Auckland, and
Wellington. The company's flat management structure, open door policy, open communication
and focus on staff development and career progression have created a uniquely fresh and
innovative working environment and culture.Arrow ECS ANZ works with a range of market-
leading vendors to provide advanced and emerging technologies that solve real-world
business challenges. We back it with an unparalleled channel services model that goes
beyond traditional channel distribution. We help match the right vendor and solution to our
customers' challenges, helping them solve complex business issues and translating complex
technology into tangible business benefits. Learn more at [

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