

Partner Success Manager I

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Company: Project Management Institute

Location: Australia

Category: other-general

Partner Success Manager I

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Are you a dreamer, innovator, thinker and a do-er who believes in contributing to something that makes difference?

Pursue your passion. Join PMI.

How You'll Make a Difference

You will drive new client acquisition, consumption of PMI products and account management of existing clients through key growth strategies and targeted account plans. Leading consumption of products aligned with the geographic key account business plan and roadmap. Supporting broader regional business plan development, execution, and organization alignment. Pivotal in strengthening the company's market presence and achieving regional and organizational targets.

What You'll Bring to the Role

Bachelor's degree or equivalent experience in business, or another field relevant to this role preferred.

Minimum of 3 years of business development experience and managing complex sales cycles with B2B selling process to multinational companies.

3+ years' experience in process improvement, knowledge sharing, forecasting/budgeting, and financial analysis, and strategic account planning.

Experience working in sales environment in a growing global organization or similar product environment.

Working knowledge of CRM systems.

Successful advocacy with corporations and/or government.

Multiple language skills preferred, as applicable by region

PMI Certifications a plus

Achieved quota/annual targets in your previous roles as an individual contributor.

Affinity to learn about products and services to accurately answer client questions and make recommendations.

Strong presentation skills to senior level global audiences ranging from the large stage to select roundtable venues in premier and official settings.

Technologically savvy and a proponent of digital technology - the convergence of mobile, analytics, context-rich systems, and the cloud.

Ability and willingness to become thoroughly familiar with project management, the profession, and PMI to build credibility and respect with customers.

Ability to work in a fast-paced team environment and support team goals with a rapidly growing organization. Superior organizational and time management skill sets.

What you can expect from us

We value and nurture an environment of inclusivity and diversity, and a culture of communication and collaboration. Your health, safety and well-being come first, and we believe that you should have time for your work, but you should also have time for you..

Join us and you'll get:

- an excellent total package, with compensation and benefits based upon your geographic location.

- skill development opportunities, to help you grow now and into the future.
- access to a global network, to enrich your professional experience.
- flexible options to help balance work time and your time
- award and bonus opportunities.

The salary offer will be based on several factors, including the candidate's demonstrated skills, qualifications and relevant experience.

Let's help make the world work better for everyone. Apply today!

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Other details

Pay Type Salary

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Virtual

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