

Partner Account Manager

A world leader in 3D design, engineering, and entertainment software, Autodesk delivers the broadest product portfolio to empower customers to digitally design, visualize, and simulate their ideas.

We offer an International hi-tech work environment with cutting edge technology in one of the most exciting & biggest software companies.

In addition to a challenging & satisfying career, you will find Autodesk offers a hard to beat in benefits package.

Principal Duties and Responsibilities:

- Acts as the single point of contact for a set number of VARs (D-VARs and/or I-VARs).
- Establishes relationships with VARs' Principals.
- Is the TRUSTED ADVISOR assisting in the development and success of the VAR channel.
- Inspires and drives VARs' investments/divestments.
- Supports hires/retains/development of VARs' employees with the support of other internal resources when appropriate to assess/coach in specific messages, functions, products and solutions.
- Represents the assigned VARs internally to Autodesk.
- Acts as liaison between the VAR's Principal and Autodesk in order to ensure: Common vision, strategy and the right investment both in capacity and capability by the VAR.
- Helps identify when to bring in the key account and/or vertical sales expertise to help drive and or close sales opportunities.
- Together with Channel Development and Operations secure that the right number people and skills are in place to support the headcount requirements to meet the authorization terms and conditions and takes timely and appropriate action as required.
- Leverages the various ADSK schemes and programs in place to help develop and build the VAR's business i.e. Growth Funds, Route 66 etc.
- Supports VARs' Business Plan.
- Consolidates and owns VAR forecast for both vertical and horizontal sales: Runs and owns QBR with assigned VARs.
- Recaps quarterly sales results with Resellers.
- Helps Resellers set quotas, goals and sales plans for upcoming quarters.
- Ensures Channel compliance with contract terms.
- Marketing related: Coordinates marketing efforts together with Autodesk Channel Marketing; Liaises with Autodesk Channel Marketing in order to facilitate the setting of Marketing Plans according to Sales Objectives; Supports jointly with Channel Marketing the execution of Mktg activities (events, roadshows...); Ensures lead follow-up and the update of PRM.

Requirements:

- Must demonstrate clear sales ability, with demonstrated results in achieving goals and targets within a channel sales environment in a software company.
- Equivalent work experience within international Technology vendors.
- Fluent Russian and English is required to be successful in this role.
- Candidate must be self-motivated with exceptional communication and organizational skills. Able to work in a solo as well as team environment.
- Be familiar with and proficient in the use of Microsoft office technology, Power point, Excel, Word etc. Experience in Seibel or Salesforce data systems desirable.