

## Job Ad – Partner Business Development Manager (Partner Sales) – NZ

- Permanent Full Time
- Auckland, New Zealand
- Some travel required

Join the fastest growing Australian based IoT Solutions and Network Provider with offices and staff in New Zealand

### **About us:**

Thinxtra is enabling the benefits of Massive IoT (M-IoT), connecting physical assets with the digital world in the most energy and cost-efficient way, at scale. Founded in 2015, Thinxtra is Australian-owned and operated, and the exclusive owner and operator of the only public, national OG Network in Australia, New Zealand, and Hong Kong.

### **About the role:**

The Partner Business Development Manager will be responsible for growing Thinxtra revenues and achievement of Profit and Connection metrics through the identification, recruitment, onboarding, and ongoing enablement of channel partners with the Thinxtra IoT solutions offerings.

Reporting to the Sales Director, the Partner BDM will be seen as the trusted IoT business advisor, providing thought leadership, and helping to shape GTM priorities that will capitalize on the Massive IoT growth opportunities.

The role will be based in our NZ office (Auckland), which was established in 2016 alongside our network.

### **Key responsibilities:**

- Build a territory coverage plan and suitable call channel account cycle plan across New Zealand.
- Implement a recruitment and onboarding process for channel acquisition and become a trusted advisor to both customers and channel partners.
- Generate proactive sales and pipeline activities in concert with Thinxtra marketing and channel partners.
- Identify market opportunities and provide feedback to product/marketing teams to drive campaign activity and product roadmap.
- Manage the opportunity lifecycle from identifying a lead to closing a sale and ensure the right customer or partner engagement is maintained throughout the process.
- Manage pipelines, ensuring accurate and up to date data is maintained within the company CRM system.
- Provide management with annual and 3 month rolling forecasts for partner-led opportunities.
- Understand and develop the products, markets, and value propositions relevant to our Channel Partners and customers in your territory.



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- Monitor channel partner needs and success to ensure appropriate level of service and support is provided.
- Engage in Forecasting and opportunity planning of partner led opportunities and coordinate joint sales and marketing activities with channel partners.
- Travel - Domestic or International to Australia as required

**The right person will be able to demonstrate:**

- At least 3 - 5 years' experience in a Channel Sales role or related discipline
- Demonstrated experience in solution selling
- Bachelor's degree in relevant field - Business or Tech (desirable)
- Exceptional written and verbal presentation communication skills
- Demonstrated ability to learn new concepts quickly
- Ability to engage at all levels within a customer or partner organisation
- Good interpersonal skills and ability to work as part of a team
- Self-starter with lots of initiative