Job Description

9th Floor Tanzanite Park, Victoria, Dar es Salaam, Tanzania | +255 758 778 886 | info@empower.co.tz

Job Title
Partner Manager (Government & Enterprise Channel Direction)

Job Location
Dar es Salaam

Category
-

Job Type
Full Time

Job level
Manager

Industry
IT & Software

Open to Expatriates
Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget
-

Max Budget
-

Primary Industry
IT & Software: 5 Years

Secondary Industry
-

Primary Category
-

Secondary Category
-

Certificate
-

Qualification
-

Summary

This position is a core role in the organisation's government and enterprise channel ecosystem. The primary responsibilities include developing and operating the local ICT partner system, collaborating with partners to implement procurement projects in industries such as government, finance, and education, driving the growth of the organisation's ICT products and solutions in Tanzania, and building a long-term, mutually beneficial local partner ecosystem.

Responsibilities

1.Partner Ecosystem Development

- Expand and maintain relationships with leading ICT system integrators and solution providers, establish a tiered and graded partner collaboration system, and deepen strategic ties with core partners.
- Develop partner enablement and development plans, and work with internal technical and sales teams to provide partners with product training, solution support, and project bidding assistance, thereby enhancing partners' sales and delivery capabilities.
- Conduct regular partner project benchmarking, coordinate to resolve commercial, delivery, and compliance issues in collaborations, and ensure the health and sustainability of partner relationships.

2. Support Project Bidding and Achieve Annual Sales Targets

- Be familiar with Tanzania's bidding rules and government procurement processes, and collaborate with partners to support all stages of a project, including initiation, bidding, evaluation, and contract negotiation.
- Work with partners to identify project opportunities in government, education, finance, and other sectors, match Huawei's products and solutions, formulate project strategies, and improve the bid success rate.
- Based on company's ICT products and solutions such as data communication, storage, and virtualization, collaborate with partners to develop sales strategies and achieve annual sales targets.

Education & Qualifications

- Solid foundation in ICT technology.
- Familiarity with mainstream ICT products and government & enterprise solutions such as servers, storage, networking, and data centers.
- Familiarity with Tanzania's government procurement processes, PPRA bidding regulations, and government project operational models.

Requirements

- At least 5 years of experience in the ICT industry.
- At least 3 years of experience in channel partner management or sales to government and enterprise customers.
- Experience leading or participating in the implementation of government procurement projects.

Characteristics

- Established stable connections with leading ICT companies, core system integrators, and government service providers.
- Ability to quickly leverage partner resources to drive business.
- Ability to independently deliver basic solution presentations and value propositions.

Driving Licence

Not Required

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