



TECBOMO LIMITED LIABILITY COMPANY PARTNER ACCOUNT MANAGER JOB DESCRIPTION

EQUAL OPPORTUNITY EMPLOYER

TECBOMO Limited Liability Company is proud to be an equal opportunity employer. We believe diversity and inclusion are essential to creating a positive and productive work environment. We welcome individuals of all backgrounds and are committed to providing equal employment opportunities to all employees and for employment. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability, or protected veteran status.

Location: Waldorf, MD (Charles County)

Company: TECBOMO LIMITED LIABILITY

Partner Account Manager | Position Description

TECBOMO is seeking to expand its vibrant and innovative Channels sales teams significantly. Apply to work within an organization that values independence, flexibility, and personal growth.

This dynamic Partner Account Manager role will allow you to become a business management expert across countless industries. Partner Account Manager manage TECBOMO's diverse partnership network. Our partners add TECBOMO's products and services to their existing business model, creating new verticals and revenue opportunities for their company. You will work closely with partners to pursue leads, evaluate project requirements for feasibility, make demonstrations, and close deals. You'll learn different management practices throughout a variety of industries.

Our core strength lies in our extensive network of partnerships – over 100 strong – with leading technology manufacturers from Silicon Valley giants to emerging innovators. This network allows us to act as a one-stop shop for organizations seeking to leverage the latest advancements in various technological domains, as well as adding value to our partners technologies.

Partner Account Manager responsibilities include:

- Coordinating all public relations activities
- Developing a marketing communications plan including strategy, goals, budget and tactics
- Developing a media relations strategy, seeking high-level placements in print, broadcast and online media.
- Cultivate and maintain our technology partnerships

Hiring Salary Range: TBD

Responsibilities

- Train partners in effective software sales and implementation strategies
- Coach partners to enhance sales processes and performance
- Foster continuous learning and skill development among partners
- Maintain strong relationships with sophisticated partners for ongoing success
- Identify opportunities for upselling, cross-selling, and expanding partnerships
- Collaborate with partners to customize implementation packages for end customers
- Negotiate software requirements and agreements to meet partner and customer needs
- Implement cross-functional processes for operational efficiency
- Streamline communication and collaboration among partners, internal teams, and customers
- Identify opportunities for process optimization and automation
- Collaborate with executives to understand customer needs and position Odoo software as a competitive advantage
- Contribute to customer-centric strategy development

What We offer

Working at TECBOMO is an opportunity like no other. In addition to a competitive compensation package, including base salary, bonus and a full range of benefits, TECBOMO offers a creative, supportive and flexible environment. This environment encompasses a pathway for expedited organizational growth and promotion.

Education

- Bachelor's Degree or an equivalent combination of education and experience
- Spanish fluency (professional or native/bilingual)
- Passion for software products
- 1-2 years experience in sales
- Able to work in a rapidly evolving field
- Excellent communication skills

All qualified applicants will receive consideration for employment without regard to interaction, gender identity, interactional orientation, race, color, religion, national origin, disability, protected veteran status, age, or any other characteristic protected by law. As a general policy, TECBOMO does not offer employment visa sponsorships upon hire or in the future.

Candidates for this position should visit TECBOMO's partner ecosystem page:
<https://www.tecbomo.com/partner-ecosystem>