



WE NEED YOU

WE'RE LOOKING FOR

Partner Business Manager Support

LOCATION:

Reading & Home Working

WORKING HOURS:

Monday – Friday, 37.5 Hours Per Week

SALARY/DAY RATE:

£29,000 - £31,000 Per Annum

OTHER BENEFITS:

10% Bonus, Car Allowance, Life Assurance, PerkBox Discounts, Aviva Pension, HP Discounts, Company Sick Pay.

CONTACT TYPE:

Permanent

REPORTING IN TO:

B2B Account Director

HP

**Partner Business
Manager Support**

WE'RE LOOKING FOR A PASSIONATE PARTNER BUSINESS MANAGER SUPPORT

As a Partner Business Manager Support you will work closely with HP's clients to ensure an outstanding experience and service across their print function.

We are looking for an enthusiastic and outgoing individual to join our team of Partner Business Managers and take the lead on client relationships.

This is a great role for someone to get hands on with HP's operations across their print actions and expand their commercial knowledge and client expertise.

TO MAKE A REAL DIFFERENCE IN THESE AREAS

PARTNER MANAGEMENT

- Account manage HPI's Print partners as they 'go to' point of contact for all print related operations/queries
- Conduct regular partner site visits to build strong relationships and grow opportunities within print
- Engage with reseller customers to support future opportunities
- Build strong partner relationships through effective account and stakeholder management

OPERATIONAL EXPERTISE

- Help set partner HPI business growth targets and co-ordinate HPI resources to support hitting that plan
- Support the development of an HPI business plan with the partner to ensure profitable growth of HPI print portfolio of products through that partner.
- Help partners to implement programs to drive business opportunities inline with business plans
- Provide detailed support for any HPI-based deals such that business can be closed in favour of HPI
- Escalate special bid requests, if necessary, by liaising with relevant HPI groups
- Work with distribution and HPI category to assist in prompt delivery of products
- Handle any escalations and challenges in a timely manner

STAKEHOLDER MANAGEMENT

- Supporting internal teams to deliver on projects requirements
- Building strong relationships and operational excellence to ensure an efficient partner experience

BRAND REPRESENTATION & OPPORTUNITIES

- Collaboratively assess partner opportunities and identify effective sales pursuit strategies
- Respond to ad-hoc requests for information from reseller sales where required
- Keep branch offices up to date with HPI promotional activity with a HPI Services

HP

Partner Business Manager Support

DATA & ANALYTICS

- Collect and qualify forecast data for submission back to line manager
- Gather competitor intelligence from within the partner account and provide detailed reporting as and when required on this and other sales activities

OUR IDEAL PERSON & THE ESSENTIALS WE'RE AFTER

- You have great communication skills
- You are a keen relationship builder adding value to our partner relationships
- You can identify commercial opportunities
- You can take the lead on projects with the ability to multi task
- You have excellent time management skills and can prioritise
- You are driven by success and keen to drive performance

Our ETHIC values are at the core of everything we do, the way we think, the approach we take. These five values are qualities we look for in every single member of the Blue Square team.

