

# Colombia Jobs Expertini®

## Enterprise Partner Developer

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Company: Huawei Technologies Co., Ltd.

Location: Bogotá

Category: business-and-financial-operations

In charge of the business market insights based on the industry/city/region, sort out the list of preferred business partners and SMB partners, and continuously eliminate the fittest and gradually build a business market partner ecosystem. Be responsible for the order and revenue indicators of the sub-industry and business partners in the commercial market. preferred business partners development: Take the lead in developing preferred business partners, including benchmarking with partners in sub-industries, and drive the adaptation of Huawei's portfolio solutions for business markets to the portfolios of preferred partners. Enable optimal business partners, including pre-sales, sales, and marketing capabilities, and guide partners to sell and provide services by themselves. Drive the preferred business partners to do deal registration proactively, and provide marketing, opportunity support, and joint development with the head customers.

### Position Requirements

**Business Skills Requirements:**

- 1、 interpersonal understanding , smart communication skill
- 2、 grasp good relationship development skill , know how to improve partner/customer satisfaction through regular job .
- 3、 know how to resolve the conflict between partner

**Professional Knowledge Requirement:**

- 1、 understand basic ICT product , like Datacom, optical , storage , collaboration
- 2、 understand ICT business , include but not limit , customer/partner purchase decision process ,
- 3、 understand ecosystem partner development skill , know how to build partner system to support business development
- 4、 office skill : PPT , excel

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