



WANTED:

Head of Partner Management (M/F/D)

The early bird... starts working for Testbirds!

Since 2011 Testbirds has been a pioneer in the testing of apps, web applications, smart home and Internet of Things applications. With the support of 100 employees and 300,000 testers globally, we are successfully conquering this rapidly growing international market. If you seek an exciting role in a fun start-up environment, this is definitely the job for you!

Your role

- You are responsible for Testbirds' Partner Management as a whole – from the development of the strategy to the operationalization of each partner
- You define and implement our international partner sales strategy to exponentiate our market share and company-growth
- Besides maintaining existing partnerships you are responsible for acquiring new renowned partners
- In close corporation with our Account Managers you look after opportunities deriving from our partners
- With your extensive partner sales experience you will contribute to our Sales Board which consists of our CEO, our Sales Country Managers and you
- You report directly to our founders and managing directors who will challenge you as their sparring partner

Your qualifications

- You have some years of experience in a similar position within SaaS or IT Services
- You have successfully established the international Partner Management for a start-up or small company before
- You have acquired and developed many renowned channel-partners with demonstrable success in the past
- You have a strong hands-on mentality and convince with your determination and reliability
- With your excellent communication- and negotiation skills and your power of persuasion you easily build trustful relationships with your contacts
- You speak fluent German and English

We are offering

- A permanent position based in the heart of Munich or Amsterdam
- Flat hierarchy: you are responsible for your work and you can implement your own ideas
- Development possibilities through a variety of internal and external training opportunities
- An open culture, uncomplicated togetherness and joy of shared successes
- A great work atmosphere with flexible working hours, a lot of team activities, foosball tournaments, weekly breakfasts and all the coffee/soft drinks you can drink



Testbirds

Are you convinced to become our next Bird?

If yes, please use our [application form](#) to submit your cover letter and current CV, as well as work certificates/samples of your work. Don't forget to include your salary expectations and your earliest start date.

Your contact person is Stefanie (jobs@testbirds.de).