



JOB DESCRIPTION

POSITION: Partnerships Manager

REPORTS TO: Director Hiring Partnerships

CLASSIFICATION: EXEMPT

LOCATION: Remote-Nationwide

REVISION DATE:

SALARY:

ABOUT THE DATA INCUBATOR

The Data Incubator, a Pragmatic Institute company, trains and places data scientists into careers with our network of hiring partners across the US. The Data Science Fellowship program is an 8-week, intensive data science bootcamp designed to elevate the skills of our Fellows to prepare them to work in one of today's fastest-growing fields. Our network of hiring partners are looking to grow their data science teams and source candidates through our Fellowship. The Partnerships Manager will work to grow our hiring partner network while also maintaining established relationships by introducing, promoting and ultimately placing our candidates in full-time data science roles.

POSITION DESCRIPTION

As the Partnerships Manager, you will be responsible for maintaining strong relationships with our existing partner companies and building connections with new companies as they join TDI's network. You will also work with our Fellows to facilitate the hiring process with partners in your territory.

ESSENTIAL DUTIES/RESPONSIBILITIES

- Identify new market opportunities and potential partnerships with companies looking to grow or train their data teams
- Develop customized client strategies & deployment of services to effectively exceed hiring partners business goals
- Maintain relationships and contact with existing hiring partners. Foster strong relationships with hiring managers, HR, and other key stakeholders

- Create and execute outbound email campaigns and presentations to prospective partners. Follow up with contacts regularly to schedule meetings, highlighting the advantages of The Data Incubator's services and move deals through the sales pipeline
- Reenergize idle relationships with partner companies by identifying new points of contact and re-introducing The Data Incubator; identify areas of partner companies with untapped potential
- Qualify new partnership opportunities through a strong conversational approach to identify & understand prospect's needs
- Leverage our CRM to grow sales pipeline, develop engagement strategies, and track opportunities
- Onboard new hiring partners. Answer questions, provide information and resources in a compelling manor to raise interest, promote placements and provide exceptional client service
- Regularly check in on client's business and hiring needs via phone and email. Follow up consistently and deliver unparalleled service with every interaction
- Meet and exceed established monthly, quarterly and annual placement goals; Forecast expected placements accurately on an ongoing basis
- Monitor and advise Fellows on the hiring and interview process, and act as liaison between Fellows and partner companies

KNOWLEDGE, SKILLS, AND ABILITIES

- 2+ years of quota carrying full-cycle sales experience, preferably in software or technology sales or account management
- Demonstrated ability to communicate and present information credibly and persuasively at all levels of the organization, including executive and C-level
- Ability to identify hiring partner challenges, think on your feet and develop creative solutions
- Strong work ethic and great attitude with high levels of energy, proactivity, professionalism and empathy
- Ability to work independently but with a strong appreciation for building a sense of team and working together to improve everyone's results
- Strong organizational and follow up skills

EDUCATION AND EXPERIENCE

- Bachelor's degree + minimum 3 years of account management, customer success, sales executive, or business development experience

- Experience in B2B sales environment, particularly within the technology, software, or SaaS industries
- Demonstrated ability to manage all aspects of the sales cycle, from prospecting to closing deals
- Startup experience a plus
- Bootcamp or online training programs experience a plus
- Experience using CRM systems