

## **PARTNER MANAGER, APAC**

**LOCATION:** Remote - Melbourne, Australia

**CONTRACT:** Permanent, full-time

**MATRIXED REPORTING STRUCTURE:** Director of Global Partnerships (Functional Manager) & Managing Director of APAC (Regional Manager)

**RESPONSIBLE FOR:** Managing Partners and identifying new Partner sales opportunities

### **CHANGING ASSESSMENT FOR GOOD**

Sova is turning the assessment industry on its head, moving from narrow off-the-shelf point solutions to a business-critical enterprise HR tech solution providing talent intelligence at scale. Our SaaS-based platform provides one end-to-end talent assessment solution that combines psychometric science with compelling technology for recruitment and development, making no compromise when it comes to efficiency, candidate experience and effectiveness.

Founded in 2015, Sova is now used by over 120 organisations in over 20 countries, with offices in London, Dubai and Melbourne and a network of global strategic partners. With a recent investment of \$13million, we are accelerating geographical expansion and growing our team.

### **THE ROLE**

The Partner Manager is an integral role within the Sova team; responsible for contributing to the overall growth of the business by managing partners and identifying new Partner sales opportunities for the Sova Sales Team.

## **ROLE OBJECTIVES**

Performance in the role will be measured by the following:

1. Building strong relationships with existing partners resulting in high retention.
2. Generate Partner Qualified Leads (PQL's) for the sales team.
3. Managing partner requests to ensure they are fulfilled in a timely and comprehensive manner.
4. Successful oversight of core elements of the partner programme such as QBR's, onboarding, sales enablement, training and Sova's online Partner Hub.

## **ROLE RESPONSIBILITIES**

- Oversee and input to a systematic, process-driven approach to partner relationship management.
- Identify and source partnership opportunities through inbound lead follow up and outbound calls, e-mails, and client meetings.
- Research new and existing partners, identify key stakeholders and generate interest in Sova's offering.
- Onboard and enable new partners to successfully embed Sova's solutions.
- Work with Marketing to oversee and manage online Partner Hub content.
- Ensure engagement and use of online Partner Hub across partner stakeholders.
- Organise, plan, prepare and lead Quarterly Business Reviews.
- Oversee partner invoicing schedule and renewal timings
- Oversee helpdesk requests and work with internal stakeholders such as Customer Services to ensure a timely resolution.
- Work with Marketing on partner communication, including Newsletters.
- Be knowledgeable about psychometrics and the assessment market.
- Proactively work with partners to maximise their selling potential.
- Collaborate with senior management and other marketing teammates to align our internal goals with new and existing partner relationships.
- Negotiate and finalise deals in accordance with company's contract guidelines and policies.
- Deliver a great experience to our partners when working with our organisation – you will represent our brand and be our partner's liaison internally.
- Run regular training sessions and platform demos with partners

- Educate and keep partners updated on Sova's growing platform and roadmap
- Scope the application of new product developments with partners, work alongside the Client Success team to successfully embed these.
- Forecast, measure, and report the results of various projects with partners, including co-created and/or co-branded content promotions, lead sharing and/or event partnerships.
- Keep a great ongoing relationship with current partners and offer new way to grow the partnership.
- Work with internal teams to assist in scoping and qualifying requirements and hand over leads to sales.
- Regular use of Salesforce.com.
- Conduct behaviour in line with the core Sova values (Making Science Work, Different Together, Restless Spirits, Ever Upwards)

## THE PERSON

- Previous working experience as an Outreach, Account and Partnerships Manager for three+ years.
- Knowledge of psychometrics and experience selling assessment technology.
- Outstanding communication and interpersonal skills.
- Excellent organisational and time management skills.
- Strategic thinker.
- Networking aptitude.
- Great multitasking skills.
- Attention to detail.
- Some national and international travel may be required.
- Flexible to accommodate global meetings and working with colleagues across time zones.

## WHATS LIFE LIKE AT SOVA?

As a Sova team member, your part of a close-knit group, transforming the world of talent assessment. We recognise that the sum of the team is greater than its parts, so we want people who work well as part of a team and who see shared goals as more important than their own. We're serious about work/life balance. Our team works hard,

and we know everyone needs room for family, friends, and other interests. At Sova, you'll encounter a nurturing culture that promotes professional and personal growth.

## WHAT CAN YOU EXPECT FROM US?

We believe in our values, and you can expect us to drive these through our work and commitment to you:

**Making Science Work** - We make science work in the real world, by combining our core psychological expertise with the creative use of digital technology, challenging existing thinking to reimagine what can be achieved. Our measure of success is simple – have we made the greatest measurable impact we can in order to help our clients.

**Different, Together** - We work to create something none of us could manage alone. It works because we are committed to a shared goal, value teamwork, recognise each other's strengths, and always communicate openly, honestly, and respectfully.

**Restless Spirits** - We are endlessly curious – about our science, our clients, and our industry. By questioning assumptions, embracing new experiences, and travelling beyond our comfort zone, we are able to respond with speed and agility to a constantly changing world.

**Ever Upwards** - We love achieving what we set out to achieve, as individuals, as teams and as a business. We care about working profitably and sustainably. We always look to go one better and never do anything by halves.

## HOW TO APPLY

To apply for this role, please send your CV to [careers@sovaassessment.com](mailto:careers@sovaassessment.com), stating the job title in the subject line.