

Job Detail

Manager Level

Position Title	【Strategic Alliances Manager】 We are looking for a candidate with Partner sales experience
Company Name	Thomson Reuters KK
Activated / Updated	2024-01-11 / 2024-01-25
Job Type	Sales/AE - IT Sales Sales/AE - Corporate Sales Sales/AE - Public Relations/Partner Sales/Route Sales
Industry	IT - Other
Location	Asia Japan Tokyo
Job Description	<p>Are you passionate about the chance to bring your extensive sales experience to a world-class company that is market-leading for both content and technology? We are seeking a Manager, Strategic Partnership Sales, Japan, who is knowledgeable, capable and charismatic with proven experience working with the big four advisory firms and/or leading Channel, System Integrators and Re-Seller businesses in Japan. You will have demonstrable success in building and executing go-to-market strategies via partner models; focused on meeting corporate sales, revenue, operational and strategic goals.</p> <p>【About The Role】 As the Strategic Alliances Manager-Japan, your key responsibilities will include (but not be limited to) the following:</p> <ul style="list-style-type: none"> • This role is responsible for recruiting and activating partners according to the Partners Strategy in the region and to developing business across the enterprise through partners to leverage relationships and access market opportunities. Planning, execution and governance of partnerships will be an important goal for this role, as well as, collaborating and supporting all business units to grow revenues, customers, margins and market share. • This role is also responsible for developing engagement models for the partners, setting up the right agreements for the benefit of common goals (revenue, customer reach, margin, and market share), building new and deepening existing partners relationships and establishing the Company's awareness and presence within the partners businesses. • In this role, you will have the following responsibilities/accountabilities: • Execute on the overall company partnership model across all the business units of the organization to leverage the channel to new markets. Leverage the central Partnerships capability and the regions business units' partnerships capability to help build on the current Partner relationships, engagement models and agreements. • Develop knowledge and strategic relationships of selected partners to build the Partnerships channel of the business. Orchestrate sales, marketing, operations, learning and support to the Partners on the execution of the partner engagement model. • Build a partner virtual team throughout the business units and support functions across the region. Strong coordination skills as well as leadership skills will be required. • Construction and enhancement of the partner ecosystem to leverage the cross sell, up sell, and competitor displacement opportunities. Business development skills, commercial acumen and market knowledge will be required. • Build engines and connections on channel development, partner sales plan and partner ecosystem construction through the proper number of partners & channels, including sales, marketing, training, support. Partner with assigned enterprises to identify and deliver on potential new opportunities such as new market development, co-creation or new products and services. Ensure a robust governance model for these partnerships. • Drive sales strategy and planning jointly with partners through strategic relationships, joint account planning and clear go to market approach. Increase partner reach, frequency and yield, as KPIs to achieve revenue and market share goals. • Experience to leverage resources based on both influence and authority across business units, functions, regions, and within and outside of the company. Experience in dealing with C Level executives.
	【About Thomson Reuters】

Company Info	<p>Thomson Reuters "provides the intelligence, technology and human expertise you need to find trusted answers." But, what does that mean exactly?</p> <p>We provide trusted data and information to professionals across 3 different industries: Legal; Tax and Accounting; and News & Media. As a large, global corporation that does many things, it's difficult to sum it all up in a few words (although we try to); so let's review some examples of how we impact each of these industries.</p> <p>【Measures to Prevent Second Smoking】 Indoor smoking room is available</p>
Working Hours	9AM - 5PM (7 hours/day)
Qualifications	<p>【About You】 To be successful as the Strategic Alliances Manager-Japan, you will have the following:</p> <ul style="list-style-type: none"> • University Degree or Master's in Business Administration • At least 10 years of business development and or sales/partnership experience with large enterprise technology companies in Japan • Strong executor of strategies within the Japan market to establish effective alliance with identified partners. Successful track record of developing new business and leading multiple strategic partnerships • Strategic thinker, comfortable with complexity and demonstrate critical thinking with a regional perspective to ensure global alignment to broader strategies and framework. • Strong networks in the industry and evidence of long-term collaborative relationships with external customers and partners. Aptitude for identifying and solving customer problems through creative solutions using a consultative sales approach. • Experience in collaborating across the business and achieve buy in, engagement and commitment from other internal parties. Able to rapidly build strong and effective relationships internally across the business and with Partner's organization. • Results oriented, performance driven, and team minded • Excellent spoken and written communication both in English and Japanese • Strong interpersonal skills with superior relationship building skills • Ability to work both independently and with a team, locally and regionally. • Strong communications skills in both Japanese and English
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	JPY - Japanese Yen Under JPY 20000K
Salary Description	Social Insurance Commuting/ Transportation Allowance Sports club subsidy Performance bonus Education/ Training
Holiday Description	Mental health day off (Twice per year decided date by company wide globally) Five-Day Workweek Paid Holidays Congratulatory or Condolence Leave Child-care Leave Sick Leave
Job Contract Period	Full-time permanent with a probation period
Nearest Station	400m from Kamiyacho station (Hibiya line) 300m from Onarimon station (Mita line) 900m from Toranamon station (Ginza line)