

Person Specification

Job Details	
Job Title	Partner Acquisition Executive
Team	KnowledgePoint Channel Services
Job Type	Full time
Reports To	Head of Channel Services
Responsible For	You will not be responsible for managing any other employees
Working Hours	The working hours will be 9.00 am to 5:30 pm CET, Monday to Friday. From time to time there may be a requirement to change normal working hours due to operational need.

Criteria	Essential	Desirable	Method of Assessment
Experience	Proven track record of winning business and new market development in the IT, Academic and Commercial sectors	Proven track record of working successfully with channel partners/programs	Application form, CV
	Proven track record of successful business development initiatives in the IT, Academic and Commercial sectors	Proven track record and understanding of SaaS, Cloud services, Big data, Internet, 3D Printing, etc	Application form, CV, Interview
	Proven track record of key contact relationship management in Academic and Commercial space		Application form, CV, Interview
	Evidence of compiling and presenting forecasts, sales reports and Quarterly Business Reviews		Application form, CV, Interview
	Evidence of contributing to projects and marketing activities		Application form, CV, Interview
	Evidence of involvement in a successful team		Application form, CV, Interview
Knowledge / Skills	Excellent interpersonal/communication skills with the ability to build positive partnerships with employees/management/customers, both individually and in groups		Application form, CV, Interview
	Ability to research, produce and analyse data, identifying trends, and making recommendations both verbally and in writing		Application form, CV, Interview
	Computer literate with knowledge of MS Excel, MS Word, MS PowerPoint and MS Outlook. Accurate data entry skills	Knowledge of CRM, management systems, database systems	Application form, CV, Interview, Assessment
	Fluent English language skills	Additional European languages	Application form, CV, Interview, Assessment

Criteria	Essential	Desirable	Method of Assessment
	Demonstrates the ability to use own initiative and shows evidence of strong problem-solving skills.		Application form, CV, Interview
Work related attributes, qualities, competencies	Well-motivated to initiate and take forward business development initiatives/projects and see them through to a conclusion without close supervision		Application form, CV, Interview
	Good influencing and persuasion skills	Evidence of working in multicultural/international environments	Interview
	Good presentation skills, including holding business meetings both face to face and virtually (through webinars, etc)		Application form, CV, Interview
	Excellent organisational skills, able to prioritise, plan and complete tasks, meeting set deadlines		Application form, CV, Interview
	Ability to use own initiative and evidence of strong problem solving skills		Application form, CV, Interview
	Positive attitude at work.		Interview
Personal / Other Requirements	Enthusiastic, innovative, persistent and creative Professional and mature approach Logical and systematic High expectations of self Excellent attendance and timekeeping		Application form, CV, Interview
	Willingness to travel within the EMEA region and internationally when required		Application form, CV, Interview