

Associate Partnership Manager

Location: Eagan, MN 55121

Job Category: Sales

Relevant Work Experience: 2+ Years

Career Level: Entry/Intermediate (Non-Manager)

Education Level: Bachelor's Degree

Holmes Corporation is at the forefront of revolutionizing professional development training and certification exam preparation. From small, focused associations to large global entities, we collaborate with professional associations to develop, market, and distribute cutting-edge exam preparation products.

We are seeking a dynamic individual to join our team and support our channel sales and relationship management efforts. If you're passionate about nurturing partnerships, delivering unparalleled value and support to clients, and helping drive revenue growth, then this role is made for you.

Key Responsibilities: As a member of our Education Partner channel team, you'll be instrumental in achieving revenue goals through relationship building, customer support and service, and operational responsibilities. The successful candidate will enjoy working in a team environment, be a self-starter, ready to own account responsibilities for established and new customers, detail oriented, and have an ability to manage multiple projects and initiatives simultaneously.

Day-to-day tasks:

- Serve as primary point of contact with our distribution partners, including colleges, universities, training providers, and association chapters, to drive sales growth.
- Providing comprehensive and ongoing training on our processes and procedures to empower our partners for success.
- Reviewing and optimizing our partners' marketing plans and outreach efforts to maximize awareness and student enrollments.
- Collaborating seamlessly with cross-functional teams, including regional managers, marketing, corporate sales, sales operations, business development, and customer care, to elevate our impact and deliver tangible business results.

Qualifications: We're seeking candidates with:

- 2+ years of sales, sales operations, and/or account management experience, with a track record of exceeding targets.
- Working knowledge of common business productivity tools such as Microsoft Word, Excel and PowerPoint. Experience using one or more Customer Relationship Management (CRM) systems.
- Exceptional relationship management skills and a knack for building rapport with diverse stakeholders.
- Outstanding communication, organization, and time management skills.
- A self-motivated, collaborative mindset, team-oriented individual.
- Experience in international business, HR, Marketing, or Continuing Education/Training a plus.

If you're ready to take on new challenges, empower individuals and organizations with the knowledge and skills they need to thrive in their industries, and work for an organization with an amazing culture, we want to hear from you.