



About Karomi

Karomi is a leading Enterprise SaaS provider. Our flagship manageartworks.com platform enables 4000 leading Global and Indian brands Reach markets faster with Karomi's end-to-end packaging & artwork management system while achieving 100% compliance. We offer everything to get your artwork projects going. Manage every step of the packaging and artwork process.

Location: Chennai

Position: Partner Development Specialist

Job Description:

We are seeking a motivated and results-driven Partner Development Specialist to join our team. In this role, you will be responsible for identifying potential partners and establishing partnership contracts for our SaaS solution, MA One. The ideal candidate will have a strong background in business development, excellent negotiation skills, and a deep understanding of the SaaS industry. This individual will be adept at building and maintaining relationships with potential partners and will play a crucial role in expanding our partner network and driving business growth.

Responsibilities:

- Identify, research, and evaluate potential partners in the SaaS industry, taking into consideration their strategic fit, market presence, and potential for collaboration.
- Develop and execute a comprehensive partner development strategy that aligns with the organization's business goals and objectives.
- Establish and maintain relationships with potential partners, including conducting outreach, attending industry events, and networking.

- Prepare and deliver effective presentations and proposals that demonstrate the value and benefits of a partnership with our organization and the MA One platform.
- Lead negotiations and work closely with legal teams to draft, review, and finalize partnership contracts and agreements.
- Collaborate with cross-functional teams, including marketing, sales, product development, and customer success, to ensure seamless integration of partners into the MA One ecosystem.
- Develop and implement partner onboarding and training programs to ensure partner success and satisfaction.
- Monitor and evaluate the performance of existing partners, identifying opportunities for growth and improvement.
- Stay up-to-date with the latest trends and best practices in the SaaS industry, as well as competitor partner strategies, to continually refine and improve our partner development approach.
- Provide regular reports and insights on partner development activities, progress, and results to stakeholders and management.

Requirements:

- A minimum of 3-5 years of experience in business development, partnership management, or a related role, preferably within the SaaS industry.
- A proven track record of successfully identifying, negotiating, and establishing partnerships with businesses in the technology sector.
- Strong communication and interpersonal skills, with the ability to effectively engage with and influence potential partners and internal stakeholders.
- Excellent negotiation skills and the ability to navigate complex contract discussions.
- A deep understanding of the SaaS industry and the competitive landscape, including market trends, challenges, and opportunities.

- Strong analytical and problem-solving skills, with the ability to assess potential partnerships and make data-driven decisions.
- A proactive, results-driven attitude with a focus on achieving and exceeding business objectives.
- Excellent organizational and time-management skills, with the ability to manage multiple projects and priorities effectively.
- A Bachelor's degree in Business, Marketing, or a related field is preferred but not required.

To apply, please submit your resume, cover letter, and any relevant work samples or case studies that demonstrate your experience and success in partner development or related roles.

Website: www.karomi.com and www.manageartworks.com