

Partner Engagement Coordinator.



A company will need a partnership to support its growth and to get a better exposure or audience. To do a partnership, it requires someone who has deep knowledge in regards to marketing as well as has exceptional skills in persuasion and negotiation. If you think that you are interested in dealing with external partners and have those skills, This profession might be suitable for you where you will be responsible to ensure quality operational process and excellence service management for supply partners.

Character: EAC



Enterprising (Persuader) – occupations frequently involve starting up and carrying out projects. These occupations can involve leading people and making many decisions. Sometimes they require risk taking and often deal with business.



Artistic (Creator) - occupations frequently involve working with forms, designs and patterns. They often require self-expression and the work can be done without following a clear set of rules.



Conventional (Organizer) – occupations frequently involve following set procedures and routines. These occupations can include working with data and details more than with ideas. Usually there is a clear line of authority to follow.

Expertise

- **Coordination** – adjusting actions in relation to others' actions.
- **Negotiation** – bringing others together and trying to reconcile differences.
- **Persuasion** – persuading others to change their minds or behavior.
- **Speaking** – talking to others to convey information effectively.
- **Critical Thinking** – using logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions or approaches to problems.

Day-to-Day Tasks

- Responsible for supporting overall account management, growth, and leadership of cross-functional teams to develop approaches and targets that meet the business goals of our partners.
- Perform general administration and compliance such as data verification and data audit as well as ensuring accuracy of product information in the system.
- Manage the enablement process for select channel partners.
- Manage operational issues and in close coordination with relevant stakeholders.
- Perform on-boarding and training on supply technology systems to supply partners.

Work Setting

- Face-to-face discussions are as important as e-mail or telephone conversations.
- Constant contact with others.
- Extremely important in dealing with external partners.
- Highly important in being exact and accurate as well as coordinate or lead others.

Knowledge

- **Sales and Marketing** – knowledge of principles and methods for showing, promoting, and selling products or services. This includes marketing strategy and tactics, product demonstration, sales techniques, and sales control systems.
- **Communications and Media** – knowledge of media production, communication, and dissemination techniques and methods. This includes alternative ways to inform and entertain via written, oral, and visual media.
- **Administration and Management** – knowledge of business and management principles involved in strategic planning, resource allocation, human resources modeling, leadership technique, production methods, and coordination of people and resources.
- **Computers and Electronics** – knowledge of circuit boards, processors, chips, electronic equipment, and computer hardware and software, including applications and programming.

Education

A partnership engagement coordinator is someone who at least has attained min. bachelor degree in Social Science or Business related major and has experience in operation/ business process improvement will be better. Here are the schools that you may take into consideration:

- Sarjana Ekonomi (S.E) in Universitas Indonesia, Jakarta, Indonesia
- Bachelor of Business Administration majoring in marketing in National University of Singapore, Singapore.
- Master of Science (MSc) in International Business Specialization in Strategic Marketing, Maastricht University, Netherlands.

Award

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