

JOIN US AS

PARTNER MANAGER (m/f/d)

As a Partner Manager at Txture, you will be responsible for existing and new partners and manage their accounts globally. Together with Customer Success, you will help external partners to use our products in a B2B context to do transformation processes. As part of our Go-to-Market Team, you will be identifying and engaging new system integrators and cloud providers to build up new partnerships and extend existing accounts.

These tasks are waiting for you

- Manage your own partner accounts and build up relationships with our partners, some of the world's leading technology firms and cloud providers
- Develop strategies to extend your accounts globally
- Present product demos together with customer success
- Take over responsibility for B2B Sales Enablement of our product
- Collaborate with marketing, customer success, and product management

Your profile

- A degree in Business Economics and Administration, Management, Business IT, or a comparable course of study
- 3+ work experience in the cloud ecosystem or IT-related fields
- Motivation to learn about cloud technologies and build technology partnerships in enterprise software
- Professional communication skills, a sales-driven mentality, and a growth mindset
- Open for change, team empathy, and proactive to help Txture grow as a company
- Curious to acquire partner enablement expertise at the mid-market and/or enterprise level is a plus
- A knowledge of negotiation and contract design is a plus
- Fluent in Business English - German, French, or Spanish is a plus



These points are important to us - but primarily, we are looking for motivated people that fit in well with our team, inspire us, and have a lot of drive. Don't worry if you don't tick all the boxes: just convince us with other interesting skills.

Conditions and Benefits

- Working at the forefront of global cloud transformation
- Collaborating with the most successful cloud consulting companies in the world
- An employee-oriented work environment and a young motivated team
- Attractive benefit packages (working abroad, team bonus, team referral, buddy program, etc.)
- Flexible working hours (Morning sports session? Works for us!)
- An office in the heart of the Alps, rooftop terrace
- A minimum gross salary starting from 46.000€ / year (overpayment with appropriate experience) + company -wide performance-based team bonus

Why you might not want to work with us

- We live a hands-on mentality where everyone feels responsible for identifying and addressing problems. If you are not a proactive person, we won't make you happy.
- We want to constantly build and maintain our company culture, therefore, we are happy if you work with us in our great office located in Innsbruck.
- We are increasingly growing, which challenges us to remain flexible on a daily basis. If you can't imagine that, we're not a suitable match.
- We are still small and just starting to implement processes. If you don't get along with a sometimes unstructured work environment or aren't motivated to actively support us in introducing processes, we won't make you happy.

