



Job Description

Partner Development Representative

The market demand for Key IVR's secure payment solutions, omnichannel products and services, is rapidly growing.

This is a great opportunity for a Partner Development Representative who is eager to develop and extend their knowledge to contribute to Key IVR's successes.

This vital role will assist in continuing to build and further develop ever stronger relationships with Key IVR's current Channel Partners, which represent a critical source of customer revenues.

Reporting to the Head of Partner Relationships the successful applicant for this role will have the following responsibilities:

1. Professionally represent our organisation to Channel Partners, with the aim of growing revenues within their businesses.
2. Establish and build a trusted and welcoming relationship with Channel Partner representatives.
3. Proactively engage and maintain Partner relationships.
4. Stay up to date with internal developments, opportunities, challenges, meetings etc, both in the Channel and in-company, with an eye on other earning opportunities.
5. Advise partners on services that best fulfil their customer requirements.
6. Organise activities including webinars, events, and training days to drive referral leads.
7. Maintain a detailed and up to date organisational structure for each Partner.
8. Ensure that all Partner representatives are aware of and have access to, all relevant marketing materials available to assist in their own sales processes.
9. Assist Partners by providing them with additional collateral whenever requested and offer services and advice on how to grow their business using existing internal resources.
10. Identify and engage new Channel Partners that fit with the company's Channel Strategy.

Key IVR Limited, 8 Durham Lane, West Moor Park, Armthorpe, Doncaster, DN3 3FE

t. +44 (0) 1302 513 000, sales@keyivr.com, www.keyivr.com

Company Registered in England No. 6512297, GB VAT Registration No. 937 0404 35

The successful candidate for this role will have some special qualities, including:

- Business and revenue focused first and foremost.
- Passionate and driven when it comes to communication.
- Demonstrate a willingness to learn and expand skills.
- Detail orientated and able to achieve targets.
- Able to confidently present, train and deliver materials to the relevant partners.
- Have the ability to adapt and change the way you approach different situations.

If you are an enthusiastic, positive, curious, thoughtful, determined, and independent person, we are eager to meet you and have the chance to work together.

Comprehensive training will be provided on the company's products and services to enable successful candidates to fully engage with Channel Partners.

Package and Incentives:

- 40+ hours a week, Monday to Friday
- 20 days holiday plus public and bank holidays, 1 extra holiday per year of employment.
- Pension contribution available after probation period
- Free parking available on-site with excellent public transport links
- Excellent company environment
- Social and team-building events
- Salary range from £18k - £22k per annum

How to Apply

Please email your application to careers@keyivr.co.uk. No agencies please.

Background:

Key IVR is an industry leading SaaS business, already a market leader in the UK, with the potential to dominate the customer payment solutions and IVR services technology space internationally. To underpin planned, massive, growth, the company is seeking to appoint a number of high calibre individuals right now across a number of, mainly already existing, roles.

Job Posted: February 2022

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