

POSITION DESCRIPTION

Position Title: Technology Partner Engagement Specialist	Direct Manager: Technology Partner Manager	
Budget Responsibility:	Direct Reports: 0	Indirect Reports:0

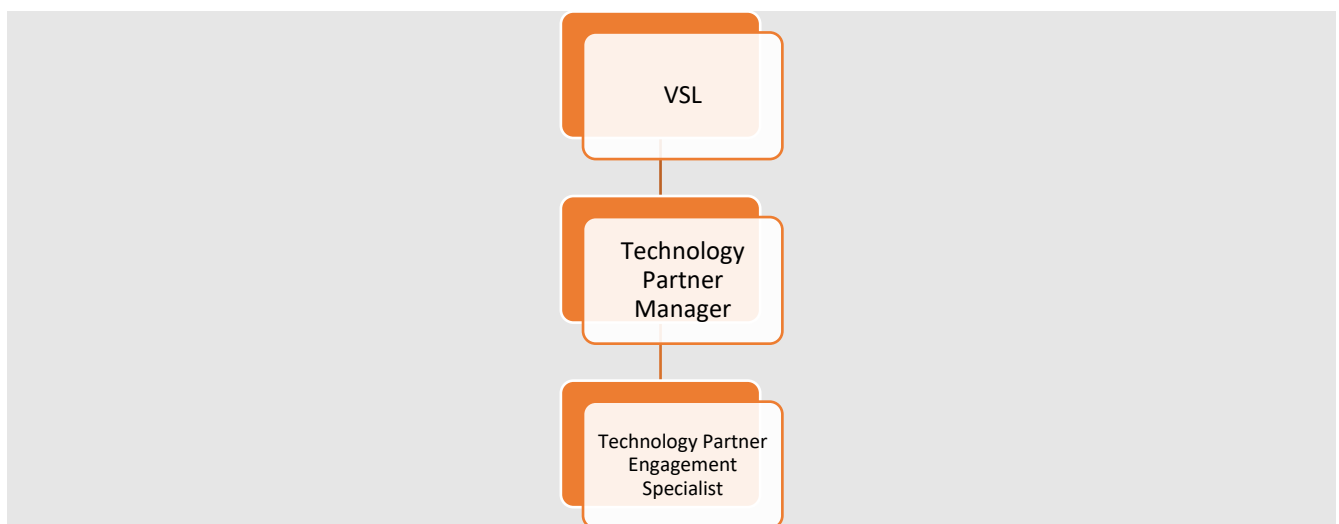
WHAT YOU'RE HERE TO ACHIEVE

Key purpose: As a **Technology Partner Engagement Specialist**, you will be responsible for building and maintaining meaningful and purposeful relationships with Gallagher's Technology Partners to maximise the quantity and quality of integrated solutions offered through Technology Partners.

You should have a good understanding of the integrations being built and their value. You will use your high level of interpersonal skills to build and nurture relationships with Technology Partners, encouraging them to bring their solutions to market with accurate information and work together to build plans for the promotion and ongoing engagement into the future.

You will be a key point of contact for new partners when registering their interest through to the approval process with the regional sales teams, and supporting our Technology Partners through the development and promotion of their integrations.

WHERE YOU'LL FIT IN #TEAMGALLAGHER



WHO YOU'LL BE WORKING WITH

INTERNAL RELATIONSHIPS	EXTERNAL RELATIONSHIPS
<i>Value Stream Lead, Technology Partner Manager, Value Owners, Architect, Regional Sales Teams</i>	<i>Customers, Channel Partners, Technology Partners</i>

WHAT YOU'LL BE DOING

Responsibility	Outcomes/ Expectations
<p>Partner Engagement: Building and maintaining mutually beneficial partnerships</p>	<p>Outcome: Mutually beneficial partnerships with engaged technology partners bringing the best products the industry has to offer to Gallagher Security's portfolio of integrated solutions</p> <p>Expectations:</p> <ul style="list-style-type: none"> • Build positive and constructive relationships with Technology Partners, encouraging them to bring solutions to market that are regularly maintained, actively promoted and provide value to our joint customers. • Be a key point of contact for new Technology Partners when registering and onboarding to the Technology Partner Program. Ensuring they feel supported and are aware of the process to becoming a Single or Endorsed Technology Partner with Gallagher. • Gain a deep and profound understanding of Technology Partners, their key value propositions, markets and how their business operates. • Engage with Technology Partners regularly to ensure they have the right resources and support to write integrations and work with them to ensure they are published appropriately once developed.
<p>Technology Partner Applications and Onboarding: Maintain and build on the Technology Partner application process.</p>	<p>Outcome: The Technology Partner application process is streamlined, scalable and meets the future needs of Gallagher and our Technology Partners</p> <p>Expectations:</p> <ul style="list-style-type: none"> • Manage the Technology Partner Approval process, ensuring regional teams are kept in the loop and Technology Partners are given access to the appropriate resources once onboarded. • Manage change requests to the automated onboarding process. • Ensure the right stakeholders are involved seamlessly throughout the organisation to provide the greatest value from the relationship • Ensure that Technology Partners, once approved, are onboarded into the Technology Partner Program in a timely manner.

	<ul style="list-style-type: none"> Ensure that resources are kept up to date within the Technology Partner Portal.
Tiered Technology Program Management: Implement and maintain the Tiered Technology Partner Program	<p>Outcome: Working closely with the Technology Partner Manager, the Tiered Technology Partner Program is implemented and successful in managing Technology Partners. Engaging partnerships are rewarded, and their integrations are a success in market.</p> <p>Expectations:</p> <ul style="list-style-type: none"> Work closely with the Technology Partner Manager to implement a successful Tiered Technology Partner Program. Utilisation of PowerBI and close engagement with regional team to track the implementation of Technology Partner integrations on customer sites and the revenue associated with this. Alignment and engagement with relevant internal stakeholders, to provide the relevant Tiered Program benefits. Close alignment with Marketing team members to bring these benefits to life. Regular engagement with Technology Partners to plan and implement program benefits.

Including any other duties not specified that may be required to complete the role, and as requested by the Reporting Manager.

HOW YOU'LL BE DOING IT

Qualifications:

- Bachelor's degree in Business Administration, Computer Science, or a related field is preferred.

Experience Required:

- Excellent understanding of Microsoft Server products.
- Proven ability to communicate well across a diverse range of stakeholders.
- 2+ years of experience in partner management, business development or a related field is preferred.
- Optional: Experience or knowledge with Gallagher Security products.

Knowledge/Skills/Abilities Required:

- Ability to strengthen partnerships with key stakeholders through maintaining a high degree of trust and integrity.
- Strong communication and interpersonal skills to build and nurture relationships with internal colleagues and Technology Partners.

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- Business Acumen: driving the value of integrations and articulating this value to the business
- Forward thinking, operating one step ahead to anticipate opportunities and challenges.
- Manages tension with tact and diplomacy to achieve a positive outcome.
- Makes sense of complex, disparate information and appropriately analyses risk to inform clear, considered decision making in an ambiguous and changing environment.
- Welcomes feedback from others and adopts a reflective practice to identify and develop areas requiring growth.
- Can communicate the value of the problems solved through our partners integrated solutions.
- Ability to execute and maintain a platform that will serve and benefit Gallagher and Technology Partners into the future.

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By:

Protect what matters most.

Our purpose and our values apply to our extended Gallagher family including our employees, customers, partners and community.

