



Channel Partner Manager (Full Time), Dublin, Ireland.

ABOUT NUTRITICS

Since Nutritics launched in 2013, we've quickly become a global leader in the provision of accurate and reliable nutrition management software. We provide our software to thousands of forward-thinking businesses in 170 countries around the world in foodservice, food manufacturing, healthcare, education and elite sport. Our clients include the NHS, the English Institute of Sport, Manchester City Football Club, King's College London, Aramark, Compass Group, Leon Restaurants and Starbucks.

By using Nutritics, today's professionals have the best tools available to help their clients make accurate, relevant and actionable food choices.

YOUR MAIN RESPONSIBILITIES

- Manage external partners and resellers to understand their needs and support them as best as possible in growing their sales efforts
- Create, drive and manage annual business plans for each partner
- Collaborate with internal teams, including Sales & Marketing to drive new business and Product & Engineering to build out product integrations
- Conduct quantitative analyses, develop presentation materials, and support strategic planning for the overall partnership function
- Manage daily and weekly engagement with our partner network
- Visit our partner network regularly and support with key sales meetings and conferences across the world
- Recruit and manage signing up new partners

CAREER PROGRESSION OPPORTUNITIES

- Recognition as a key part of the team that continues to deliver significant growth
- Opportunity to learn from working alongside an experienced management team and market leading clients around the world
- Interaction with senior management of international foodservice, elite sport, healthcare and education businesses

THE IDEAL CANDIDATE WILL HAVE

- Strategic expertise, blending technology and business strategy to develop compelling plans for new partner initiatives
- An ability to build and maintain strong relationships with a diverse set of internal and partner constituencies including senior level executives in Sales, Engineering and Marketing
- A strong sales mindset and understanding of the Nutritics product family, current market trends and industry players
- Excellent interpersonal skills including active listening.
- A confident communicator that excels at collaborative cross-functional work and knows how to be empathic and articulate.

- Passion about Nutritics, that comes to work with you daily. We want you to be focused on quality delivery and doing an excellent job that you can take pride in
- A minimum of 2 years' experience in a similar role
- Proven track record in meeting and exceeding pipeline generation and sales targets
- Third level qualification is desirable not essential
- Fluent spoken and written English. Spanish is also desirable, but not essential.
- Proficiency with Microsoft Office
- Previous experience in nutrition is an advantage but not essential
- Ability to work on their own initiative while working alongside a supportive team
- Excellent communication skills both oral and written
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MOST IMPORTANTLY

Being a people-focused Company, it's not just about your role. We are equally interested in you. Nutritics' core values are real – they are driven by our CEO and are strongly held by everyone working here. These values of Career Fulfilment, Honesty & Integrity, No Ego, Customer First, Excellence, Drive and Personal Commitment allow us to retain and develop excellent staff. We want our team to look forward to coming to work every day and this drives our culture and outlook.

OUR BENEFITS

- 24 days annual leave (33 days including Public Holidays)
- Training & Development Programmes
- Sports and Social Club (with optional local gym membership)

WORKING WITH NUTRITICS GIVES YOU

- An excellent remuneration package
- Unparalleled opportunities to a rewarding & diverse career path
- An experienced technical peer group
- Access to on-going training & development

LOCATION & HOURS OF WORK

Nutritics head office is based in Swords, Dublin where you will be predominantly based, however this role will require international travel on a regular basis. The office is an 8 minute drive from Dublin airport, and is well connected to Dublin City centre by the Swords Express and other bus routes. The candidate will be expected to work at least a 37.5 hour week. We operate a flexi time policy and on occasion evening work will be required to service international markets.