



PARTNER PROGRAM MANAGER

Be responsible for the execution of one of the themes in our 2020-2023 strategy, by creating a network of start-ups, technology partners and commercial alliances to accelerate product and business development.

- > **Contributing to our 2020-2023 strategy**
- > **Be part of a growing family business**
- > **Support our mission to a sustainable world**
- > **Manage relationships with existing technology partners and build new partnership**

Climate for growth

It is Priva's mission to create an optimal environment in which both plants and people can work, grow and develop. We offer global solutions for horticulture, building automation and everything in between. We are leading in the development and production of technology for optimizing environmental conditions and processes.

Our ambition is to be known as the leading technology and service provider for sustainable urban deltas. We are proud that our solutions result in a lower consumption of natural resources, such as energy and water. To fulfil our mission and ambition, we are looking for dedicated colleagues.

Your future ecosystem

One of the 5 dominant themes in the execution of our 2020-2023 strategy is creating a network of start-ups, technology partners and commercial alliances to accelerate product and business development. In your position of Partner Program Manager Horti, you are vital in the execution of this strategic theme. This is an exciting (and new) position where you are driving different projects and programs in parallel. Your function will focus on creating value in the collaboration with technology partners and commercial

alliances.

How you add value

In your position you will manage relationships with existing technology partners. Your role in building new partnerships is vital to grow the technical area of our ecosystem. A high degree of partnerships will revolve around data, insights and building intelligent services. For this we have an API strategy in place which will give you the guiding principles to work within.

Next to the technology partners, commercial alliances are a vital factor of success in realizing our commercial growth ambitions. You see potential commercial partners in different areas, such as strategic key accounts, strategic distribution and channel partners and numerous other external third parties who want to team with Priva and vice versa. When it comes to partnering and alliances, you believe that focus and clear communication are essential. You own these processes by clear staging (internally), excellent relationship and expectation management and 100% reliability to our partners.

Who you are

You are an excellent relation builder. You can translate the external input of market and technology partners in tactical plans and clear steps of execution to the Priva organization. Furthermore, we will read your resume to find:

- A finished Bachelor or Master degree;
- At least 5 years experience in a similar role;
- Experience in a commercial role in the technical sector;
- Proof of setting up, and building valuable mutual gain situations and long term sustainable partnerships;
- Knowledge of our industry and markets including the technological challenges within;
- Understanding of the principles of structured self-organization.

What you get

In numbers:

- A gross salary based on your experience in the range of € 4.000,- and € 6.500,- based on 40 hours a week;
- A mobility budget of € 950,-;
- We find a healthy work-life balance important: working flexible hours combined with 30 vacation days a year and the option to buy more;
- 8% holiday allowance;
- Travel allowance of € 0,19 /km with a daily maximum of 150 kilometer.

For your own sustainability:

- Join our collective health insurance;
- Be secured with our pension plan;
- Feel engaged and join our participation plan;
- Keep on learning with your personal education possibilities and budget;
- Be happy and fit by using our healthy cafeteria, our free on-premises fitness where you can participate in CrossFit, Pilates and Spinning classes or play table tennis or table football.

Does all of this make you smile? Feel free to apply below or contact us for further information. We are keen to tell you more about us, our vision and future.

An assessment of your skills will be part of the selection process.

Functie

Partner Program Manager

Afdeling

Business Solutions

Opleidingsniveau

HBO of vergelijkbaar

Werkervaring

Senior

Contract Type

32-40 uur

Locatie

De Lier - The Netherlands

WANT TO KNOW MORE?

Send me a message!

Kevin Wouters

Recruiter



+316 40 97 19 32

SOLLICITEER DIRECT!

Vul je persoonlijke gegevens in, en stuur je motivatie en CV mee. Wij nemen snel contact met je op!

Voornaam

Achternaam

E-mailadres

Telefoonnummer

LinkedIn

Upload CV

Upload motivatiebrief

Bericht

Ik ga ermee akkoord dat de informatie die ik in dit formulier heb verstrekt, zal worden behandeld in overeenstemming met het PRIVA privacybeleid*

[Lees hier ons privacybeleid](#)

VERSTUUR