

# Partner Network Manager

As the Partner Network Manager, you will play a pivotal role in expanding and nurturing our relationships with technology partners to drive business growth and create new opportunities for BGO Software. You will be responsible for developing and executing strategies to strengthen partnerships, identify new business prospects, and collaborate cross-functionally to maximize the impact of our partner ecosystem.



London Basel Sofia

# The Company

OVER 10 YEARS OF EXPERIENCE IN DIGITAL HEALTH

At **BGO software** we make health digital by empowering our customers to deliver their digital health products and solutions through our premium services.

## Our history

Started as a boutique IT company in 2008, in less than 3 years we grew to become a leading IT company with 100+ employees, serving clients from around the globe across several verticals. After more than 12 years of experience within the healthcare industry, we set our main direction. Today, **BGO Software** is the **digital health lab** that aims to improve and **save lives today through technology**.

## Our expertise & services

We have extensive background in the development of clinical research systems, eHealth solutions (web and mobile health applications) and GMP validated systems for pharmaceutical & biotech companies.

## Our people

Our culture is defined by our people. We are an innovation team that values mutual trust, creativity, systems thinking, agility, and adaptability. We are creating a movement in the IT industry so that more people choose the professional path towards saving and improving lives through technology.



## WE WILL TRUST YOU WITH

Cultivate and maintain strong relationships with existing technology partners, including Microsoft, Telerik, Mendix, Snowflake, AWS, HL7, and PWC.



Identify and onboard new strategic partners aligned with our business objectives and target markets.



Collaborate with internal teams to develop joint marketing and sales initiatives with partners to drive revenue growth.



Serve as the primary point of contact for partner inquiries, escalations, and relationship management.



Track and analyse key performance metrics related to partner engagement and business outcomes.



Stay updated on industry trends, competitor activities, and market developments to identify partnership opportunities.



Provide regular reports and updates to senior management on partnership activities, achievements, and challenges



## RESPONSIBILITIES

Proven experience in partner management, business development, or strategic alliances within the technology sector.



Relationship-building: Ability to establish and maintain strong partnerships with diverse stakeholders.



Good understanding of the outsourcing model in software development



Strategic thinker: Capable of developing and executing long-term partnership strategies aligned with business goals.



Proficiency in CRM software and Microsoft Office Suite.



Collaborative: Works effectively across teams and departments to achieve common objectives.



Exceptional communication and presentation skills, both written and verbal.



Results-oriented: Driven to deliver measurable outcomes and exceed targets.



Negotiation and contract management experience.



Adaptability: Thrives in a fast-paced, dynamic environment and can adjust priorities as needed.



Problem-solving: Resourceful in overcoming challenges and finding creative solutions to complex issues.



# Our benefits for you



Professional growth and learning as well as personal development



Flexible working hours and Work-Life Balance of extraordinary importance



Additional health insurance with dental insurance, and psychological support



22-25 annual paid leave.  
Remote, hybrid or office work mode



Multisport card reimbursements



Learning organization by design, knowledge sharing through internal trainings from the best professionals



Bonuses for your special day – b-day, wedding, baby on board, and many more

# Our values

#BGOValues



**Impossible is nothing**, because everything is possible



**Always improve** and strive to grow yourself



**Team play**, because we grow together



**Be proud** of what you do



**Own your results**

