

Partner Manager – Go To Market

Location: North America (with potential collaboration across Australia, Europe, and South Africa)

Company: Digital Matter

About Us

Digital Matter is a global leader in IoT hardware and solutions, committed to delivering innovative products and exceptional partner experiences. Our “Partner First” philosophy drives everything we do, and we’re looking for a dynamic Partner Manager to help us grow and strengthen our partner ecosystem.

The Role

As a Partner Manager, you’ll be the backbone of our partner strategy. Your mission is to maintain and expand our network of DM Partners, develop joint business plans, and support partners through every stage of engagement. You’ll work closely with existing partners to drive growth and identify new opportunities within your assigned territory.

Key Responsibilities

- Develop and execute joint business plans with partners
- Prepare detailed proposals and assist partners with deals and customer visits
- Support partners at trade shows and events
- Manage a portfolio of existing partners while prospecting for new ones
- Act as the primary liaison between Digital Matter and partners

What We’re Looking For

- Strong knowledge of IoT products, software, and services
- Experience with HubSpot CRM and professional social media (LinkedIn)
- Understanding of industry technology trends and regional market specifics
- Ability to manage sales pipelines from qualification to proposal
- Excellent relationship-building skills across all levels
- Strong communication and collaboration skills

Skills & Attributes

- Positive attitude and attention to detail
- Ability to articulate technical concepts clearly
- Proven ability to negotiate win-win solutions

- Project management and scheduling experience

Why Join Us?

- Be part of a global team shaping the future of IoT
- Work in a collaborative, innovative environment
- Opportunities for growth and professional development

Apply Now

If you're passionate about technology and building strong partnerships, we'd love to hear from you! Submit your application today to colinda@digitalmatter.com and help us drive success for our partners and customers.