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Partnership Programme Manager (PPM)

About Bright Ascension

We are a fast growing, innovative company changing the way that software is developed in the space industry. With customers across the world, ranging from universities and space agencies, to commercial organisations and start-ups, our core technologies enable our customers to develop and operate space-based systems and services faster, cheaper and more reliably. Innovation is at the heart of what we do and it is our team which drives that innovation; this is reflected in our commitment to employee ownership, which gives all of us a voice, and a stake, in our current and future success. With offices in Dundee, Edinburgh and Bristol we now have 50 members of staff and plans to expand over the next 12 months. We are at a very exciting time in our ambitious growth plans and have fantastic opportunities for talented individuals to join our team.

Job summary

We are looking for an experienced and motivated Partnership Programme Manager to join our Commercial team.

The Partnership Programme Manager is responsible for shaping, building and maintaining a global network of partners who are able to act as Value Added Resellers (VARs) for our products. VARs resell our products into local geographic markets, providing first and second-line technical support and the potential for additional services and solutions building on our product offering.

A Partnership Programme Manager will have experience of creating and operating a successful indirect global sales programme for B2B software products in a highly technical and complex sales environment.

As a member of the Commercial team your key responsibilities would be:

- Creating a worldwide new network of Value Added Resellers (VARs)
- Initiating, developing and maintaining strong relationships with business partners
- Identifying and onboarding new partners to expand the company's reach
- Collaborating with partners to create and execute sales strategies
- Monitoring partner performance and provide feedback for improvement
- Negotiating partnership agreements and ensuring compliance with terms
- Analysing market trends to identify new opportunities for growth
- Being an architect of the training programs for the Bright Academy
- Providing training and support to partners to enhance their performance
- Working closely with internal teams to align partner efforts with company goals

We see this role as being full time, although this is negotiable. Ideally, we would like this role to be based in Edinburgh on a hybrid basis, to allow for regular interaction with the teams responsible for Product Management, Finance, Business Development, Sales and Marketing. This role will also involve a high amount of national and international travel, including Africa and Asia.

Essential skills and experience

We see experience with the following as essential to the job:

- Must have the ability to define and maintain team strategy
- The ability to work individually and as part of a team
- Proven experience in indirect sales or partnership management (VARs) in a B2B environment
- Prior experience in software sales, either software products or SaaS
- Demonstrable appreciation for complex sales in a highly technical environment, working with and alongside engineering teams
- Strong communication and negotiation skills
- Ability to analyse data and make strategic decisions
- Experience in developing and executing sales strategies
- Proficiency in CRM software and other sales tools

Personal skills

We're especially looking for someone who:

- Aligns with Bright Ascension's culture & values
- Has a pioneering and entrepreneurial spirit
- Has the ability to work independently and as part of a team
- Demonstrates strong problem-solving and organisational skills

Desirable skills and experience

We think that the following skills would be beneficial in this role:

- Foreign languages skills
- Experience working in an international environment
- Knowledge of the upstream space industry; especially flight, operations and simulation software
- Broader industry knowledge, including downstream, would be an additional advantage
- Bachelor's degree in business, marketing, or a related field

What we can offer you

- A competitive salary in the range of £60k-£80k depending on experience, with regular reviews
- A fantastic opportunity to join a growing, innovative, employee-centred business pushing boundaries in the space industry
- Flexible hours and hybrid working, enabling you to create your ideal work life balance

- 36 days paid holiday per annum
- 6% employer pension contribution
- Enhanced Company Sick Pay and Long-Term Sickness cover
- A Health Cash Plan to cover costs such as dental, physio and optical
- Life Assurance cover (x4 salary)
- As a member of the Bright Ascension team you would have a stake in the business through our Employee Benefit Trust
- Enhanced maternity, paternity and adoption pay
- Opportunities for international travel for exhibitions and trade shows
- Investment in you and your skill development and the opportunity to attend relevant events and conferences to aid career / skill development
- Company events and regular activities for social engagement and team building
- An open, supportive, inclusive environment where you can explore your ideas and make a big difference to the product and business

To apply please send your CV along with a Cover Letter to careers@brightascension.com

All applicants must be UK based and have the right to work in the UK.

We are working with trusted recruitment partners, no agency enquiries please.

Read more: **www.brightascension.com**