



Partner Recruitment Specialist

Global Markets

 LOCATION
Noida / Hybrid

 FUNCTION
Business
Development/Partnerships

 EXPERIENCE
3–6 Years

ABOUT THE ROLE

We are looking for a driven and detail-oriented **Partner Recruitment Specialist** to identify and engage strategic partners across global markets. This role will play a critical part in expanding our partner ecosystem and driving business growth internationally.

KEY RESPONSIBILITIES

- Identify and research potential partners across global geographies (US, Europe, APAC, MEA, etc.)
- Reach out to prospective partners, pitch the partnership proposition, and manage early-stage conversations
- Maintain and update the partner pipeline, CRM records, and recruitment trackers
- Meet monthly/quarterly targets for partner sign-ups and activations
- Provide regular reports and updates on partner recruitment progress

REQUIRED SKILLS & EXPERIENCE

- **3–6 years** of experience in partner recruitment or channel sales
- Prior experience handling **international/global markets** is strongly preferred
- Excellent communication and negotiation skills (written and verbal)
- Ability to work across time zones and engage with global stakeholders
- Proficiency in CRM tools (**Salesforce, Zoho, HubSpot**, or similar)
- Self-starter with strong ownership and accountability

GOOD TO HAVE

- Understanding of SaaS industry ecosystem
- Experience working with channel partners, resellers, or distribution networks

WHAT WE OFFER



High-impact global role based out of India



Exposure to international partner ecosystems and business models



Fast-paced, collaborative work environment