

MS

Location

San Francisco, CA

Phone

(123) 456-7890

Email

email@example.com

Website

LinkedIn | portfolio

Key Skills

- Alliance management
- Joint GTM planning
- Revenue sharing models
- Partner compliance
- Lead generation

Education

University of California , Berkeley,
CA
May 2015
Bachelor of Arts in Economics

Marie Sanders

Partner Account Manager

Partner account manager with five years of nurturing strategic alliances in the fintech sector. Expert at co-development roadmaps, joint GTM plans, and revenue sharing. Delivered 30% partner revenue growth year over year.

Professional Experience

Partner Account Manager , FinTech Alliance I San Francisco, CA
April 2018 - Present

- Oversee 15 strategic alliances, driving \$10 M in partner-sourced revenue
- Developed joint product roadmaps that led to three co-launched integrations
- Execute GTM plans with joint marketing, generating 200K qualified leads

Business Development Representative , FinTech Alliance I San Francisco, CA
January 2016 - March 2018

- Qualified 500+ partner prospects, adding 10 new alliances
- Built partner portal resources, reducing onboarding time by 40%
- Trained partners on compliance requirements, achieving 100% audit readiness

Certifications

- Strategic Alliance Professional (CSAP) , ASAP, February 2017