



## Vacancy: Medior Partner Manager

Experience working in a fast-growing dynamic scale-up company with global ambitions!

We are seeking an experienced team player to support and accelerate our continued growth.

In this role you are responsible for the engagement of our training partners. This means that you are the point of contact for our training partners. You help them on-boarding and give them a kickstart in selling our courses and exams.

### About SECO-Institute

Security & Continuity Institute (SECO), based in the Netherlands, is Europe's leading institute for highly qualified Security & Continuity certifications and the body of knowledge of the Cyber Security & Governance Certification Program.

At SECO-Institute we have a very strong belief that there is a growing need in the world for more and better qualified Cyber Security and Business Resilience professionals. We think this can only be achieved by developing and offering a complete range of courses per expertise that enables professionals to educate themselves and make a career in a fast-changing and growing market.

SECO's mission is to educate professionals for job-specific expertise in Security & Continuity from beginner to senior level. With worldwide highly qualified training and examination partners, personal certification titles and an independent courseware development centre, SECO-Institute is the European alternative for American certifications.

### Key responsibilities

- You are the first point of contact for our training partners. You help our current and new training partners to sell the SECO courses and exams through:
  - Developing joint Go-to-Market plans
  - Advise our partners about the SECO portfolio
  - Conducting sales presentations to their trainers
  - Support our partners to be effective in their marketing efforts
- You generating new partnership opportunities through lead generation.

 INFORMATION SECURITY

 IT-SECURITY

 DATA PROTECTION

 ETHICAL HACKING

 SECURE SOFTWARE

 BUSINESS CONTINUITY

 CRISIS MANAGEMENT

# SECO

## INSTITUTE

### Who are you?

- Minimum 2+ years' experience managing partnerships in an international environment
- Bachelor's degree
- Fluent in English both verbal and written
- Intercultural understanding and global cooperation ability
- Transparent and pro-active when it comes to planning and communication, combined with self-starting and goal-oriented behaviour.
- Can work independently in a dynamic environment

### What We Offer

The opportunity to leave your mark in a company that is growing quickly and still manages to keep a pioneering spirit.

If you have what it takes, we offer a competitive package with the ability to work from your home office and our office in the Netherlands.

If you are interested and you recognize yourself in the description, we would like to get to know you. Mail your resume and a motivation letter before March 1st to [Vincent.jentjens@seco-institute.org](mailto:Vincent.jentjens@seco-institute.org)

  
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