

## Business Development intern assignment

- Please see the questions below.
  - All the questions below refer to the partners themselves and not to the end users.
  - If you make any assumptions, please have them written down
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1. What is the profile of the client you think we should be reaching out to? (company size, industry, position, etc.)
  2. What is the profile of the partners you think we should be reaching out to? (company size, services they offer, etc.) What are some of the characteristics of a good partner? How would you check for that?
  3. Tell us about an extraordinary relationship you've built during your school / career / life with a non-colleague of yours? How would you suggest building such relationships with partners? what's the key for maintaining it?
  4. Please prioritize (rank 1-8) the following tasks in partner manager day to day, explain your prioritization and the logic behind it.
    - a. Answer your partners' product-technical questions
    - b. Get on a call with a potential 500 users deal with one of your resellers to assist him closing the deal
    - c. Search for more partners to recruit
    - d. Create more sales materials for your partners
    - e. Plan a local event in one of your partner's territories
    - f. Schedule a leads generation guideline for your partners
    - g. Issue quotes for your partners' opportunities

h. Work with our R&D team on solving customer's bugs that partners have reported to you.

- **BoNus: Are you weird at all? How?**