Therefore™

PEOPLE PROCESS INFORMATION



WE ARE HIRING

Therefore Corporation is at the forefront of information management software, empowering companies around the world. Are you interested in joining a dynamic team on a mission to set a new global benchmark for information management? Therefore enables thousands of organizations to manage information securely, operate more efficiently, and unlock greater value from their data. Find out more on our website.

We are looking to strengthen our team by recruiting a new:

Partner Enablement Specialist

The Profile

The Partner Enablement Specialist develops, executes, and scales partner engagement programs that grow partner capability, activity, and long-term success within the ECM (Enterprise Content Management) ecosystem.

This role builds structured, repeatable programs spanning onboarding, education, certification, campaigns, events, and enablement initiatives — including targeted end-user campaigns and existing-customer expansion and retention campaigns. Working closely with regional sales, marketing, and partner teams, the Partner Enablement Specialist ensures partners have the tools, knowledge, resources, and incentives to grow their business and succeed within the Therefore ecosystem.

The ideal candidate combines strong program management skills with a passion for partner success, education, and operational excellence; highly organized, comfortable building scalable frameworks, and focused on driving measurable outcomes across partners and their customers.

Skills & Experience

- 3–5 years of experience in channel or partner enablement, program management, or marketing.
- Experience managing partner programs, training initiatives, certifications, MDF activities, or partner/end-user campaigns. Experience with customer expansion, retention, or lifecycle marketing campaigns a plus.
- Strong project and program management skills, with the ability to manage multiple initiatives simultaneously. Highly organized and self-motivated with strong attention to detail.
- Fluent, confident English with strong written and verbal communication skills.
- Experience in a channel-driven software or technology environment preferred; ECM/software industry background a plus.

The Job:

Partner Programs & Engagement

- Build and manage structured partner journeys, including onboarding, training, certification, growth, and retention programs.
- Execute partner and end-user campaigns that generate demand, drive adoption, and strengthen the partner ecosystem.

Partner Enablement & Education

- Develop and manage partner onboarding, training, and certification programs.
- Coordinate and promote enablement content, webinars, workshops, learning initiatives, and certification programs to drive global adoption.

Program Execution

- Establish frameworks for planning, funding, tracking, and measuring partner initiatives.
- Support customer expansion and retention programs that drive upsell, cross-sell, and reduced churn through partners.
- Measure program performance, ROI, and business impact, and continuously improve effectiveness through best practices and process optimization.

Content & Operational Excellence

- Create scalable assets, tools, and frameworks that support partner program execution.
- Ensure consistency across partner communications, campaigns, and enablement activities.

Internal Collaboration

- Partner with Sales, Marketing, Product, Customer Success, and Leadership to align initiatives with business goals.
- Serve as the central point of coordination for global and regional partner engagement, enablement, and campaign initiatives, ensuring consistent execution.

What Success Looks Like

- Increased partner engagement and participation.
- Growth in partner certifications and training completion rates.
- Higher adoption of partner programs and enablement resources.
- Consistent execution of scalable partner and end-user campaigns.
- Improved retention, satisfaction, and long-term growth of partners and their customers.
- Effective utilization and measurable impact of company investments.

The Incentives:

- A challenging and diversified role in an internationally oriented, rapidly growing company.
- A highly motivated, international team to support you every step of the way.
- Flexibility - our office is in Moedling, Austria but we are open to reasonable hybrid working models that blend in-person collaboration with remote work.
- The minimum gross annual salary for this full-time position (38.5 hrs/week), based on the collective agreement and full alignment with the role profile, is EUR 45.738.

We look forward to receiving your application! To apply, please go to
www.therefore.net/apply

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