



Business Development Intern - Home Assignment

Our Partnerships team works hard on bringing monday.com to new markets and regions. We do so by working closely with different types of partners, who help us sell monday in these new regions or markets. As partner managers, we nurture our relationships with existing partners while constantly looking to expand our partners network.

We are looking to understand your approach to new initiatives, strategic thinking and how you would build a new partnership program. Please answer the following questions, as if you worked at monday.com as a Partnerships Manager:

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.
 - g. Work with our R&D team on solving customer's bugs that partners have reported to you.
5. Bonus: Are you weird at all? How?

Additional notes:

- Please submit your presentation up to 24 hours before your interview.
- If you make any assumptions, please have them written down.
- Be ready to present it in the next interview. We will also have a conversation around it.
- Feel free to reach out with any questions to omry@monday.com

Good luck :)