

Join us as our new Partner Account Manager

Deadline:

Are you passionate about building strong partnerships and driving commercial success? At Paychex Europe (Denmark), we're looking for a structured and proactive Partner Account Manager to help us launch and grow our new VAR (Value Added Reseller) partner program. In this newly established role, you'll play a central part in developing, managing, and strengthening our partner ecosystem. Your ability to combine strategic thinking with sharp execution will directly contribute to our growth journey.

Contact person:

Mette Winther Winther Bang-Pedersen

Job area:

Sales

Position type:

Full time

Location of job:

Allerød, Østerbro (Copenhagen)

About Paychex Europe

Attracting, retaining, and developing talent, and paying the correct salary on time are growing challenges for companies worldwide. To meet these challenges, we create market-leading innovative and intuitive HR, Payroll, and Workforce Management Solutions.

Your Role

As Partner Account Manager, you'll act as the commercial link between Paychex and our partners, ensuring strong collaboration and measurable value creation. In this cross-functional role, you'll work closely with our Partner Success Manager, Field Marketing, and Channel Manager (to whom you will also report) to build and scale our partner channel.

You'll be responsible for driving the success of our VAR partner program covering everything from onboarding and operational setup to relationship management, performance tracking, and strategic development.

Your key responsibilities will include:

- Designing, launching, and continuously developing our VAR partner program and its supporting processes
- Managing the administrative and commercial framework including contracts, documentation, and partner reporting
- Acting as a strategic advisor to partners and facilitating trust-based, long-term relationships
- Monitoring performance, supporting compliance, and coordinating training and certification initiatives
- Ensuring tight alignment and seamless communication across internal teams such as Channel Sales, Marketing, and Partner Success

In this role, you'll have a unique opportunity to shape a growing area of the business, work closely with key stakeholders, and directly influence commercial outcomes.

What you bring

You have solid experience in partner or key account management, ideally working with VARs or similar partner channels. You combine strong commercial instincts with a structured and self-driven approach, allowing you to manage projects independently while maintaining a high level of precision in administrative tasks.

With excellent communication skills both written and verbal you're comfortable engaging with stakeholders at all levels and building trusted, long-term relationships. You take a data-informed approach to decision-making and thrive in a collaborative, fast-paced environment where flexibility and solution-orientation are key.

In addition, you bring:

- A keen eye for detail and well-developed administrative skills
- Familiarity with CRM systems and partner platforms (an advantage)
- A strong analytical mindset and a methodical, results-driven work style
- **Fluency in Danish both written and verbal is a prerequisite**

Why Join Us?

At Paychex, you'll become part of a forward-thinking SaaS company where people and purpose come first. We take pride in our uplifting and collaborative culture where knowledge is shared, challenges are tackled together, and personal growth is encouraged every step of the way. You'll be based at our modern, open offices in Allerød or Østerbro, surrounded by bright minds and a supportive team spirit. With colleagues across Denmark and Germany (Hamburg, Rostock, and Berlin), you'll also benefit from a dynamic, cross-border work environment that blends professionalism with a social, people-first mindset.

We also offer you

- A key role with real influence in building and shaping a high-impact partner program
- A flexible, learning-focused culture with strong collaboration and leadership support

- A competitive salary package including a solid base salary and a performance-based bonus

Ready to shape the future with us?

If you're eager to take ownership, build meaningful partnerships, and make a real impact we'd love to hear from you.

Apply today or reach out to Mette Winther Bang-Pedersen, Channel Manager, at +45 31 14 31 04 for more information.

We look forward to hearing from you and welcoming you to our team. Applications will be handled continuously, and we will hire as soon as the perfect new team member is found.