

Global Software Partnerships Manager

Location: Værløse, Denmark

Do you thrive at the intersection of technology, partnerships, and commercial growth?

Are you motivated by working across countries, vendors, and cultures to create business impact?

At **NTI Group**, a leading Autodesk partner operating across 15 markets in EMEA and Brazil, we are looking for a commercially driven **Global Software Partnerships Manager** to take ownership of our portfolio of **Global Software Partnerships** solutions and accelerate growth across the Group.

Your mission

As **Global Software Partnerships Manager**, you will be responsible for driving the success of NTI Group's Global software Partnerships business across all markets.

You will act as the key link between software vendors, distributors, local teams, and Group leadership, ensuring strong partnerships, successful go-to-market initiatives, and sustainable business growth.

What you'll do

- Own and develop NTI Group's Global Software Partnerships software portfolio
- Build and strengthen strategic relationships with software vendors and distributors
- Drive global go-to-market activities and commercial growth initiatives
- Support local sales organizations with pipeline development and sales enablement
- Lead vendor reviews, partnership activities, and follow-up actions
- Monitor business performance, KPIs, and growth opportunities across markets
- Facilitate knowledge sharing and build a strong international product community

What we're looking for

You bring solid commercial experience from software, partner, product, channel, or vendor management and have a proven track record of driving growth through partnerships and go-to-market initiatives.

We imagine that you:

- Have 5+ years of relevant experience
- Are experienced in working with software vendors and partner programs
- Understand pipeline management, forecasting, and business performance metrics
- Thrive in an international environment with many stakeholders
- Combine strategic thinking with a hands-on approach
- Communicate fluently in English

Experience from software, AEC, manufacturing, or design technology industries is an advantage.

Why join NTI Group?

This is a unique opportunity to influence NTI Group's global software portfolio and play a key role in shaping strategic vendor partnerships across 15 countries.

We offer:

- Competitive salary, pension scheme, and private health insurance
- Excellent lunch arrangement with in-house chefs
- A high degree of freedom, flexibility, and trust
- A collaborative and supportive international environment
- An inclusive culture where diversity is a strength

Travel

The role includes international travel for vendor meetings, business reviews, and collaboration with country organizations.

We hire when we find the right candidate, so we encourage you to apply as soon as

possible.

Learn more about us at www.nti-group.com