



Bluebeam Vendor Manager

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Supporting Bluebeam from
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Bluebeam Vendor Manager

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How Can Our Bluebeam Team Help You?

Stephanie

Operations, Sales Excellence & Channel Expansion

Overseeing Bluebeam operations and internal processes

Driving sales excellence, consistency, and best practices

Supporting forecasting, reporting, and performance insights

Expanding and scaling channel strategy and coverage

Aligning sales, operations, & partners to support long-term
growth

Kirsten

Partner Engagement, Recruitment & Enablement

Building & strengthening relationships with existing partners

Recruiting new partners to expand our Bluebeam ecosystem

Partner onboarding, training, and ongoing enablement

Supporting partner-led initiatives and go-to-market activities

Acting as a key point of contact for partner collaboration and
feedback