



Business leadership and corporate roles

Cross company go to market positions

Position	Summary	Location	Apply or refer
Alliance Lead	This is for a technology services company, \$75+ million in revenue focused on data engineering and AI. The role will be responsible for creating visibility and traction for the company with its alliance partners - specifically Databricks and Microsoft. It will be responsible for building engagement with the partner alliances teams, map their offerings, work with the in-house sales and client sales teams and drive business growth. It will oversee enterprise pipeline of partner-specific opportunities and focus on forecasting, enablement, and performance management resulting in increase in partner-generated revenue. Create marketing plan/agenda, collateral development, and fund utilization plan with 'regional marketing'; track execution & effectiveness KPIs. Required experience 10+ years' experience in business roles in the IT services industry with 3 – 4 years in alliances and partner management in IT services - with a past relationship with MS. Databricks a big plus. Having carried a partner led topline quota of annual bookings. Having worked closely with partner sales and partner management teams to create joint go to market, marketing and innovation programs. Demonstrated experience of having worked with matrix sales teams to strategize, pursue and win business for partner led offerings. KRA's will be order booking and realized revenue.	US metro city	To check fitment Click here