



Business leadership and corporate roles

Position	Summary	Location	Apply or refer
Alliance Lead	This is for a technology services company, \$100+ million in revenue. The role will be responsible for creating visibility and traction for the company with its alliance partners in cloud, cybersecurity and digital. This is a quota carrying role with annual partner influenced bookings in the range of \$5+ million. It will be responsible for building engagement with the partner salesforce, 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 – especially with companies like Amazon, Microsoft, Google, Snowflake and SailPoint. 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 Carried a sales / business target for alliance order book at a national level of \$10 – 20 million Experience selling into the financial services sector will be a significant plus. KRA will be order booking.	US East or Central	To check fitment Click here