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# Example of Director, Strategic Alliances Job Description

Our growing company is searching for experienced candidates for the position of director, strategic alliances. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for director, strategic alliances

* Ensure achievement of sales targets for Alliance Partners within the territory for new logo and existing business
* Engage technical, pricing and product teams and targeted partner sales team to drive execution of channel and alliance business plan
* Liaise with Product Development to define requirements for partner/channel-based business including positioning new products and solutions
* Collaborate with peers to support product /corporate marketing for events and activities with designated partners and partner/channel-based offers
* Conduct market research to prioritize Alliance Partners for defined geographic/industry areas and routes
* Serve as the escalation point for issues/challenges regarding specific field opportunities and/or post-sale installation activities
* Partner with Account Managers and Account Executives to provide consultation and help guide Alliance Partner engagement and solution design for RFPs and other proactive opportunities
* Manage and maintain alliance-based forecast and related SFDC pipeline reporting for the territory
* Perform role as a Subject Matter Expert in closing Alliance Partner deals
* Provide thought partnership to drive growth and new opportunities involving existing or potential reseller partners

## Qualifications for director, strategic alliances

* Graduate degree in a science-related field is required (PhD/JD)
* Minimum of 10 years with increasing responsibility in the healthcare or biotech industry
* Superior negotiation skills that drive successful partnerships
* Experience with managing multiple projects with the ability to deliver high quality results in a fast paced, time sensitive environment
* Ability to work successfully within a dynamic, fast-paced entrepreneurial environment
* Demonstrate energy, drive, passion, creativity and commitment