



# Example of Strategic Alliances Job Description

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Our growing company is searching for experienced candidates for the position of 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 strategic alliances

- Prepare routine outgoing mail correspondence, including e-mail and fax
- Champion the use of XPLAN as a reporting tool to support alliance relationships
- Develop and implement processes for knowledge sharing, communications, with strategic alliance partners
- Propose and evaluate new business opportunities
- Routine and complex document preparation, proofing, electronic and hardcopy file setup and management
- Assisting in the development and execution of a new and complex Compliance program to manage regulatory exposure in a dynamic and evolving area of the firm
- Provide oversight and credible challenges to the business for regulatory risk created by new and existing projects and through their strategic relationships with other businesses
- Create and manage the execution of all partnership marketing programs as highlighted by the Sr Director
- Develop partnership marketing plans including awareness, demand generation and development of innovative and creative joint marketing offers
- Work directly with critical industry businesses to build strong value propositions that align with brand positioning and create profitable returns

## Qualifications for strategic alliances

- Conducting regular performance reviews via the use of Success Factors and soliciting feedback from other team members of peers prior to these reviews
- Constantly evaluating the performance of the team relative to its members and addressing any areas of concern before they escalate
- Ideally 1-3 years of administrative or coordinator experience, supporting a sales or marketing team, or executive
- Photoshop or Photo Illustration experience a plus
- More than 15 years of experience, with last five years in managing SI and OEM Partners
- Must have experience in sales, people management, business development, and alliance management roles in enterprise IT or security technology vendors, managed service providers, or system integrators a must